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Business Development Executive Jobs In Dubai UAE | DAMAC

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Company: DAMAC

Location: dubai

Category: other-general

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The functional area of the role is Business Development and it is part of our Agents Acquisition team to source the brokers using market intelligence and in-depth research to expand DAMAC's agent network in assigned territory.

Responsibilities: Screens potential brokers (Individual & Corporate) with the objective of promoting Damac products.

Ensures that assigned Brokers (Individual & Corporate) receive highest level of support (Training, On boarding, coaching, etc) to achieve sales target.

Design and implement effective Route to Market (RTM) based on Customer Needs, Broker type and resources.

Leverage Damac Customer & Agent programs (Client Fly Ins, Agent Fly ins Partnership Program, Direct RD Shows, Agent Events, IUC program, etc.) to maximize sales and achieve targets within the assigned territory.

Educate the Corporate brokers and their staff on how to utilize Damac Agent portal to close deals, view inventory, make payments and generate consistent

business. Requirements: Real estate Industry experience is a must.

Graduate with Proven working experience and track record as a business development executive.

Account Management support experience

Fluency in English, Hindi, French, Russian OR Mandarin. #J-18808-Ljbfrr

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