

## Business Development Executive Medvarsity Dubai

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Company: Medvarsity

Location: dubai

Category: other-general

### Business Development Executive Medvarsity Dubai

We are Asia`s largest healthcare ed-tech company. We offer online & blended learning programs ( fellowship, post-graduate programs & certificate courses) to healthcare professionals. In the last 5 years, we have positively impacted the careers of over 5 lakh healthcare professionals across 190 countries. We are a team of 300 high-energy professionals. More than 120 team members have joined us in the last 12 months.

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#### Roles & Responsibilities:

Building and nurturing relationships with named accounts for meeting monthly and quarterly sales goals and ensuring the highest levels of customer satisfaction by meeting customer expectations through consultative solution-centric sales.

Organizing appointments and meetings within Enterprise focused category (Pharma Companies/Medical devices)

Identifying and establishing new business

Demonstrating or presenting services to pharmaceutical companies

Monitoring & attending and organizing trade exhibitions, conferences, and meetings

First-level presentations to clients and accounts and generating pull for the brand and products and services

Achieving monthly sales targets by identifying and developing new customers and nurturing existing ones.

Coordinating pre-sales and post-sales follow up

Achieving and exceeding weekly and monthly KPIs

Monitoring market trends and providing regular competitor feedback

Candidate Profile:

Arabic Speaking Female Candidate with Bio-Science Graduation,

Experience in Business Development with 3-5 years of experience in the UAE

Candidates with experience in B2B sales to Pharma, Medical Devices, Institutions, and grant organizations will be preferred.

Excellent in Presentation and Client Relationship

Don't miss out on this exciting opportunity – apply now at [dubaiofferz.com](http://dubaiofferz.com)

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