

# United Arab Emirates Jobs Expertini®

## Business Development Management - Exhibition

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Company: Electra Europe

Location: dubai

Category: other-general

We are seeking a highly motivated and experienced Business Development Management to join our Exhibition team. The successful candidate will be responsible for driving the growth of our exhibition business in the UAE, through the development of new business relationships and expansion of existing ones. The ideal candidate will have a strong network and track record in business development within the event and exhibition industry and be able to demonstrate a deep understanding of the industry, including current trends and customer demands. She/He will be reporting directly to the Director of Client Services and Development, based in Dubai-UAE.

**Responsibilities**

Under the guidance of the Clients Servicing director, the Business Development Exhibition will do:

**Market Analysis:** Conduct thorough market research to identify opportunities, trends, and competitive landscapes in the exhibition industry. Analyze customer needs and preferences to tailor offerings accordingly.

**Business Development Strategy:** Develop and implement a comprehensive business development strategy to achieve revenue and growth targets. Identify and pursue new business opportunities, partnerships, and client segments.

**Client Relationship Management:** Build and maintain strong relationships with clients, event and exhibitions agencies and planners, and industry stakeholders. Understand customer requirements and provide innovative solutions to meet their needs. Provide exceptional customer service to ensure client satisfaction and repeat business.

**Sales and Revenue Generation:** Drive sales initiatives to achieve revenue targets for exhibitions. Prepare and present compelling proposals to potential clients, demonstrating the value of our services. Track commercial terms and financial deliverables. Develop and maintain accurate sales forecasts and track

performance against targets. Contract Negotiation: Negotiate terms and contracts with clients, ensuring mutually beneficial agreements. Collaborate with legal and finance teams to finalize contractual arrangements. Networking: Attend industry events, trade shows, and networking functions to enhance the company's presence and foster new relationships. Team Collaboration: Collaborate with internal teams, including operations, logistics, and marketing, to ensure seamless service delivery and client satisfaction. Minimum of 10 years of experience in Business Development within the exhibition industry in the UAE Bachelor's degree in Business, Marketing, or a related field. Ability to work and perform independently without constant supervision. Willingness to work flexible hours, including evenings and weekends, as required. Willingness to travel for events as required, in the GCC. Proficient in Microsoft Office, CRM, and event management software and tool Exceptional communication and the ability to close deals. Demonstrated ability to meet and exceed sales targets. Detail-oriented and highly organized. General Obligations towards Health, Safety and Environment: You will correctly use machinery, appliances, tools, transport, and all equipment issued by the company. You will correctly use personal protective equipment supplied by the company. You will not remove any safety devices for any machinery or installations. You will perform all tasks set forth by safety and environmental regulations and thus cooperate with Electra to ensure a working environment and condition that do not pose any risks in terms of health, safety and environment to others. Electra is an equal opportunity company who thrive on its diversity. Competitive Salary Medical Insurance Merit Bonus Learning & Development Opportunities

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