

Business Development Manager

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Company: Datahash

Location: , , United Arab Emirates

Category: other-general

Job Description:As a Business Development Manager at Datahash, you will report directly to the Chief Growth Officer and play a crucial role in generating new enterprise and mid-market leads for larger deals. Your primary responsibility will be to identify relevant Requests for Proposals (RFPs), create new relationships in the industry, and leverage various strategies such as cold calling, emailing, and networking to generate new qualified leads.

Roles and Responsibilities:Identify and pursue new business opportunities in the enterprise and mid-market segments to generate qualified leads for larger deals. Leverage various channels, including cold calling, emailing, networking events, and industry conferences, to identify and engage potential clients.

2. Relationship Building: Develop and nurture relationships with key decision-makers and stakeholders within target companies to understand their business needs and challenges. Position Datahash as a trusted partner and solution provider to address client requirements effectively.

3. RFP Identification and Response: Monitor and identify relevant Requests for Proposals (RFPs) and Requests for Information (RFIs) in the industry. Collaborate with internal teams to prepare and submit compelling proposals and responses to RFPs and RFIs.

4. Market Research and Analysis: Conduct market research and analysis to identify emerging trends, market opportunities, and competitive threats. Provide insights and recommendations to inform business development strategies and initiatives. Maintain a healthy pipeline of qualified leads and opportunities, tracking progress and updating relevant stakeholders as needed. Collaborate with Sales and Account Management teams to ensure smooth handoff of qualified leads for further follow-up and conversion.

Success Criteria: Achievement of lead generation and revenue targets outlined in the business

development strategy. Successful identification and pursuit of relevant RFPs and RFIs to expand Datahash's client base. RequirementsShould have 5-8 years of working experience. Previous experience in business development or sales roles, preferably in the technology or SaaS industry. Knowledge of enterprise and mid-market sales cycles, with a focus on solution selling and consultative sales approaches.Proven track record of success in generating new business leads and driving revenue growth. Strong communication and interpersonal skills, with the ability to build relationships and negotiate effectively.Self-motivated with a proactive attitude and the ability to work independently.1. Work From Anywhere: Your office can be anywhere you like. Seriously, anywhere. 2. Your Hours, Your Call:Work early bird hours or burn the midnight oil. It's all good. 3. Get in on the Action:ESOP? Yeah, you get a piece of the pie too. 4. Health is Wealth: We've got you and your family covered, health-wise.5. Cool Vibes Only: Our work culture is as awesome as your favorite hangout spot.6. Epic Offsites: Once a year, we go all out. Think fun, sun, and maybe a cocktail or two. 7. Coworking Access: Need a change from your home office? We've got spots. #J-18808-Ljbffr

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