

United Arab Emirates Jobs Expertini®

Business Development Manager

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Company: ITL Leisure Tourism

Location: , , United Arab Emirates

Category: other-general

Bachelor of Business Administration(Management)NationalityAny NationalityVacancy1

VacancyJob Description ElementDetailsEducation: Bachelor's Degree (Master's Degree) or an equivalent professional qualification, or certification in Sales & Marketing would be an added advantage. Industry Experience: Minimum 8 years of GCC experience in the Travel industry, of at least 5 years with a global TMC: implementing and executing a comprehensive sales action plan, maximizing on business opportunities, and strategically focusing on high-volume travel spending from local and multinational corporations. Responsibilities: Responsible for developing a constructive sales pipeline while consistently striving to exceed and outpace the sales goals. Determine strategic planning related to new product lines. Building relationships with key clients and managing negotiations of sales contracts. Design, implement, and monitor sales strategies in the market (region) and execute all sales objectives and action plans to reach and exceed the targets set. Identify new emerging industry segments and drive at securing long-term business partnerships. Provide feedback on changing marketing conditions, including trends with the competition. Develop a business plan and focus on key deliverables that cover the Corporate, MICE & Leisure business. Adhere to the defined sales strategy and maximize incremental sales and up-selling opportunities. Points to Consider: 5+ years of travel industry experience in a sales and business development role. Proven track record of delivering creative solutions to overcome obstacles and enhance profitability. Open to new approaches and alternative means to accomplish results despite setbacks. Experience in handling large market / MNC Clients. Experience in handling large market / MNC Clients. Excellent command of written &

spoken English.Excellent command of written & spoken English.Excellent negotiation and organizational skills. Company Industry TravelTourism Department / Functional Area

Business Development Keywords Business Development Manager Disclaimer:

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