

# United Arab Emirates Jobs Expertini®

## Business Development Manager (BDM) in a Recruitment Agency

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Company: MIRA- Search

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

We are actively growing and scaling up, making it a great time to join us: a chance to make your mark, contribute, enhance your experience, and achieve results. If you are looking for a place where your ideas are valued and where you can truly impact the company's success, we are waiting for you!

We welcome a specialist with deep knowledge in recruitment, successful experience working in an HR agency, and capable of offering effective solutions to attract new clients.

### **What we offer:**

The opportunity to work in a company with an established reputation and a steady client base.

The chance to contribute to the further development and improvement of our services in the market.

The prospect of career growth to a Commercial Director or Head of Sales.

### **Main tasks:**

Analyzing the current market and proposing strategies to attract new clients.

Developing and implementing a plan to expand the client base, using the segment-pain-solution method.

Enhancing the quality of services provided to businesses and offers based on market needs analysis.

## What you need to succeed:

Professional experience in a similar role in the recruitment field.

Proven experience in business development, including client attraction strategies and lead generation.

The ability to analyze market trends and adapt strategies for maximum results.

Excellent communication skills and proficiency in English for working with clients in the UAE.

Experience with the MENA region will be an advantage.

If you are eager to apply your experience and knowledge to influence the growth and success of our agency, please send your resume and a cover letter to [please specify contact email].

We are ready to move quite quickly, so the next steps are:

Meeting with the hiring manager

Introduction to the CEO

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