

Business Development Manager – Disposable Hospitality Items

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Company: PLUM JOBS

Location: Dubai

Category: healthcare-practitioners-and-technical

Our client is a well-established distributor of premium food and FMCG brands to the HORECA sector across the United Arab Emirates.

We are recruiting a UAE experienced business development manager to join their Dubai team.

In collaboration with the principal, the role will spearhead the brand across all fine dining and specialty restaurants and cafes to deliver sustainable revenue and market share growth.

Role Summary

Develop strategies and action plans to promote the brand within the HORECA sector through client visits and promotional marketing to meet annual sales targets.

Mandatory Skills & Experience

7- 10 years' UAE experience building food and / or FMCG brands across the HORECA sector through business development, account management and client retention.

Commercial and financial acumen to analyze and pricing, packaging, positioning and

revenue and volume sales.

Strong negotiation skills to achieve win-win outcomes to onboard new clients.

UAE driving license is mandatory.

Candidate Profile

Currently living in the United Arab Emirates – must be able to live in Dubai.

Fluent in English.

Self-motivated and results driven; excellent interpersonal, communication and presentation skills.

Education

Bachelor's degree

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