

United Arab Emirates Jobs Expertini®

Business Development Manager

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Company: AIAlamein International University

Location: dubai

Category: other-general

Job Description

Are you an experienced sales professional with a passion for building relationships and driving business growth? We are seeking a highly motivated Business Development Manager to join our team in Dubai, UAE. As a key member of our Sales Division, you will play a pivotal role in identifying and acquiring Corporate Clients while representing our company's vision.

Key Responsibilities

- Identify and cultivate a robust pipeline of new business opportunities within the Corporate Sector through proactive outreach, referrals, and leveraging your existing portfolio.
- Attend industry conferences and events to expand your professional network, and effectively represent our company.
- Conduct comprehensive research and strategically plan customer acquisition efforts.
- Develop and nurture strong relationships with potential and existing clients.
- Collaborate with various business teams, including specialized units (Trade Credit, Cyber, Financial, and Professional Services).
- Create, negotiate, and execute sales proposals across our full suite of products.
- Assist in the preparation of due diligence reports and presentations in response to client requests, working closely with the proposal team and key stakeholders.
- Deliver presentations and provide guidance at the C-Suite level.
- Strive to exceed sales performance targets consistently.
- Maintain accurate records of all client interactions in our CRM system.
- Collaborate with internal businesses within the Marsh McLennan Group (Mercer, Oliver Wyman, Guy Carpenter).
- Stay updated on the latest trends in Medical and Non-Medical Insurance Products.
- Offer support and guidance to junior team members and contribute to the development of our future New Business Strategy.
- Work with the IMEA marketing team to

support and create thought leadership content relevant to your target market

What We Look For

Proven sales experience within the Insurance Industry. Possession of an existing portfolio of Corporate Clients. Strong communication skills with a knack for building and closing relationships. Energetic, positive, and capable of performing well under pressure. Strategic thinker with excellent multitasking abilities. In-depth understanding of the Insurance industry Product Suite and Landscape. Excellent written and spoken English skills.

About Us

Marsh is the world's leading insurance broker and risk advisor. With over 45,000 colleagues operating in 130 countries, Marsh serves commercial and individual clients with data-driven risk solutions and advisory services. Marsh is a business of Marsh McLennan (NYSE: MMC), the world's leading professional services firm in the areas of risk, strategy and people. With annual revenue nearly \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: Marsh, Guy Carpenter, Mercer and Oliver Wyman. Marsh McLennan is committed to embracing a diverse, inclusive and flexible work environment. We aim to attract and retain the best people regardless of their sex/gender, marital or parental status, ethnic origin, nationality, age, background, disability, sexual orientation, gender identity or any other characteristic protected by applicable law.

Next steps

If you are a results-driven professional seeking an opportunity to make a significant impact and grow your career in the dynamic world of insurance, we encourage you to apply. Join our team and be part of our mission to provide top-notch insurance solutions to our valued clients. Apply now and embark on an exciting journey with Marsh. We look forward to having you on board!

Job Requirements

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