

## Business Development Manager

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Company: Marsh

Location: dubai

Category: other-general

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

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contact us page. Our goal is to make hiring as easy as possible. We find the right talent for every company, ensuring that each candidate finds a job they enjoy. Dr. Job FZ LLC provides 360-degree AI-powered recruiting and job search solutions. If you are looking for a job and haven't found your chance yet, you can upload your profile on our website and find thousands of opportunities globally! Our platform gives you the flexibility you need to thrive in today's market by allowing you to apply for all different kinds of jobs, whether they are full- or part-time, remote or on-site.

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