

Business Development Manager – Dubai | qlub Dubai

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Company: qlub

Location: Dubai

Category: other-general

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Qlub is bringing the dine-in experience to a new level with an ultra-fast payment solution. Everybody has experienced these annoying 20 minutes wasted waiting for the bill. With Qlub, it takes no more than 10 seconds to pay by simply scanning a QR code, paying with one click, and walking away. All this is possible even without the need to download an app. And if dining with friends, it has never been easier to split your bill.

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As a Business Development Manager, you'll be responsible for:

As a BDM at Qlub, you are a strong acquirer with a strong network of table-service restaurants, understand pipeline management and end-to-end sales with exceptional negotiation / closing skills

You are responsible for growing the user base community by on-boarding new restaurants to our platform,

You spend most of your time talking to restaurant owners, waiters and restaurant managers, more often than not face to face in Abu Dhabi,

You build and generate insights from lead generation and sales reports to improve our

sales processes and key metrics, like conversion rate,

You work closely with our onboarding team to ensure onboarding can happen as fast as possible,

You spend 10-20% of your time account managing the key accounts you closed to increase adoption and identify opportunities for further growth,

You support management with important strategic insights and recommendations based on reports & industry trends.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

#J-18808-Ljbffr

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