

## Business Development Manager-Freight Forwarding

[Apply Now](#)

Company: Antal International

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### Job Description

#### **Role- Business Development Manger**

**Industry** Logistics OR Shipping

#### **Key Responsibilities:**

##### 1. Lead Generation and Prospecting:

- Identify and target potential clients.
- Develop and implement a comprehensive lead generation strategy.
- Build and nurture relationships with key industry stakeholders.

##### 2. Lead Conversion and Sales:

- Qualify leads to ensure alignment with company services and capabilities.
- Develop and deliver persuasive sales presentations to prospects.
- Negotiate and close deals, meeting or exceeding sales targets.
- Manage and maintain a robust sales pipeline.

##### 3. Market Research and Analysis:

- Stay updated on industry trends, market dynamics, and competitive landscape.
- Conduct market research to identify new opportunities and potential niches.
- Provide insights and recommendations to adapt and refine the sales strategy.

##### 4. Client Relationship Management:

- Foster strong, long-term relationships with clients, ensuring satisfaction.

- Collaborate with cross-functional teams to fulfill client requirements.
- Address and resolve client concerns and issues promptly.

#### Reporting and Analysis:

- Prepare regular reports on sales activities, progress, and outcomes.
- Analyze data to assess the effectiveness of sales strategies and make data-driven improvements.

#### **Qualifications:**

- Minimum of 3 years of experience in business development within international freight forwarding and customs clearance industry.
- Proven track record of generating leads, converting leads into sales, and meeting or exceeding sales targets.
- Strong market research and analytical skills to identify growth opportunities.
- Perfect knowledge of INCOTERMS, transport legislation, transit formalities and customs clearance.
- Excellent communication, negotiation and presentation skills.
- Ability to work independently and as part of a collaborative team.
- **Fluent English is the must, good knowledge of Russian is required, and knowledge of Arabic is desirable.**

#### **Check Your Resume for Match**

Upload your resume and our tool will compare it to the requirements for this job like recruiters do.

[Apply Now](#)

#### **Cross References and Citations:**

- 1. Business Development Manager-Freight Forwarding Nyjobscentral Jobs United Arab Emirates Nyjobscentral** ↗
- 2. Business Development Manager-Freight Forwarding Bahrainjobs Jobs United Arab EmiratesBahrainjobs** ↗
- 3. Business Development Manager-Freight Forwarding ThailandjobsJobs United Arab**

**EmiratesThailandjobs** ↗

**4. Business Development Manager-Freight Forwarding Jobsmyanmar Jobs United Arab Emirates Jobsmyanmar** ↗

**5. Business Development Manager-Freight Forwarding Seattlejobsearch Jobs United Arab Emirates Seattlejobsearch** ↗

**6. Business Development Manager-Freight Forwarding NotaryjobsJobs United Arab EmiratesNotaryjobs** ↗

**7. Business Development Manager-Freight Forwarding Southkoreajobs Jobs United Arab Emirates Southkoreajobs** ↗

**8. Business Development Manager-Freight Forwarding Finlandjobs Jobs United Arab EmiratesFinlandjobs** ↗

**9. Business Development Manager-Freight Forwarding LebanonjobsJobs United Arab EmiratesLebanonjobs** ↗

**10. Business Development Manager-Freight ForwardingProtectiveservicejobsJobs United Arab EmiratesProtectiveservicejobs** ↗

**11. Business Development Manager-Freight ForwardingRomejobs Jobs United Arab EmiratesRomejobs** ↗

**12. Business Development Manager-Freight ForwardingSearchukjobs Jobs United Arab EmiratesSearchukjobs** ↗

**13. Business Development Manager-Freight ForwardingJobsinsaudiarabia Jobs United Arab Emirates Jobsinsaudiarabia** ↗

**14. Business Development Manager-Freight ForwardingJobsearchnews Jobs United Arab Emirates Jobsearchnews** ↗

**15. Business Development Manager-Freight ForwardingSoftwarejobsJobs United Arab EmiratesSoftwarejobs** ↗

**16. Business Development Manager-Freight ForwardingGynecologistjobs Jobs United Arab Emirates Gynecologistjobs** ↗

**17. Business Development Manager-Freight ForwardingSanfranciscojobsJobs United Arab Emirates Sanfranciscojobs** ↗

**18. Business Development Manager-Freight ForwardingEnergyjobs Jobs United Arab EmiratesEnergyjobs** ↗

**19. Business development manager-freight forwarding Jobs United arab emirates** ↗

**20. AMP Version of Business development manager-freight forwarding** ↗

21. **Business development manager-freight forwarding United arab emirates Jobs** ↗
22. **Business development manager-freight forwarding Jobs United arab emirates** ↗
23. **Business development manager-freight forwarding Job Search** ↗
24. **Business development manager-freight forwarding Search** ↗
25. **Business development manager-freight forwarding Find Jobs** ↗

Source: <https://ae.expertini.com/jobs/job/business-development-manager-freight-forwarding-united-arab-emirates-antal-international-be233179c5/>

Generated on: 2024-05-04 by Expertini.Com