

# United Arab Emirates Jobs Expertini®

## Business Development Manager - Government

[Apply Now](#)

Company: Shangri-La Group

Location: abu dhabi

Category: other-general

English & Arabic speaker Solid Sales Experience in handling government accounts in a luxury property with in UAE Experience in handling government accounts in Abu Dhabi Emirate will be considered as an added advantage Strong OPMS knowledge. Ability to network, building strong & meaningful business relationships. What will you do? Personally handle government accounts and Establish & maintain files of hit lists accounts and Ensure Shangri-La account management is strictly adhered to Conduct and organize site inspection, entertainments in order to create awareness of our products for the clients. Closely monitor accounts revenue and business production of own portfolio to maximize up selling opportunities Executes Sales & Marketing action plans to promote hotel's promotions, facilities and activities (blitzs, telesales, face to face sales call etc.) Responsible for Determining and qualifying all sales personnel's individual revenue goals and targets as outlined within the hotel KPI structure. Operate in a safe and environmentally friendly way to protect guests' and colleagues' health and safety, as well as protect and conserve the environment Keeps abreast of current & future competitor's products, pricing & sales programs. Develop & Execute effective Business Development Strategies. Be familiar with and use the sales software solutions. Other duties relating to the BDM function.

#J-18808-Ljbffr

[Apply Now](#)

## Cross References and Citations:

1. Business Development Manager - Government SupervisorjobsJobs abu dhabi Supervisorjobs ↗
2. Business Development Manager - Government EntertainmentjobsnearmeJobs abu dhabi Entertainmentjobsnearme ↗
3. Business Development Manager - Government ConsultantjobsJobs abu dhabi Consultantjobs ↗
4. Business Development Manager - Government Recruitmentjobs Jobs abu dhabi Recruitmentjobs ↗
5. Business Development Manager - Government Trendzfurnitures Jobs abu dhabi Trendzfurnitures ↗
6. Business Development Manager - Government Abudhabijobsearch Jobs abu dhabi Abudhabijobsearch ↗
7. Business Development Manager - Government MoroccojobsJobs abu dhabi Moroccojobs ↗
8. Business Development Manager - Government DatascientistjobsJobs abu dhabi Datascientistjobs ↗
9. Business Development Manager - Government ItalyjobsJobs abu dhabi Italyjobs ↗
10. Business Development Manager - Government Algeriajobs Jobs abu dhabi Algeriajobs: ↗
11. Business Development Manager - Government MoscowjobsJobs abu dhabi Moscowjobs ↗
12. Business Development Manager - Government Bluecollarjobs Jobs abu dhabi Bluecollarjobs ↗
13. Business Development Manager - Government LuxembourgjobsJobs abu dhabi Luxembourgjobs ↗
14. Business Development Manager - Government Dataanalyticsjobs Jobs abu dhabi Dataanalyticsjobs ↗
15. Business Development Manager - Government UltimatejobfinderJobs abu dhabi Ultimatejobfinder ↗
16. Business Development Manager - Government Govcareer Jobs abu dhabi Govcareer ↗

17. **Business Development Manager - Government Software**[regiantcareersJobs abu dhabi Software](#)[regiantcareers](#) ↗
18. **Business Development Manager - Government Data**[analyticsjobs Jobs abu dhabi Data](#)[analyticsjobs](#) ↗
19. **Business development manager - government Jobs Abu dhabi** ↗
20. **AMP Version of Business development manager - government** ↗
21. **Business development manager - government Abu dhabi Jobs** ↗
22. **Business development manager - government Jobs**[Abu dhabi](#) ↗
23. **Business development manager - government Job Search** ↗
24. **Business development manager - government Search** ↗
25. **Business development manager - government Find Jobs** ↗

Source <https://ae.expertini.com/jobs/job/business-development-manager-government-abu-dhabi-shangri-la-group-1968-27053/>

Generated on: 2024-05-03 by [Expertini.Com](#)