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Business Development Manager | HCLTech Dubai

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Location: dubai

Category: other-general

Business Development Manager | HCLTech Dubai

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8 to 12 years industry experience with at least 6 years relevant experience in UAE region Enterprise Vertical (Retail, Telecom, Manufacturing, Media, Real Estate, Conglomerates etc..) experience.

Candidate will be based out of Dubai.

Candidate should have demonstrated experience in hunting new logos in the UAE with Deal size of \$5 mn + TCV.

At least 3 wins in the past 1 year.

Excellent Communication and Presentation skills

Good experience in developing account plans and manage execution strategy against it.

Experience in handling complex sales pitch, value propositions, bid management, Pricing, etc.,

Good understanding of Infrastructure Managed Services, Application Services, Cloud, Data and Analytics etc.,

Basic level contract and commercial mgmt. experience and acumen

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