

# United Arab Emirates Jobs Expertini®

## Business Development Manager in Aftermarket Automotive – Middle East United Arab Emirates

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Company: NRF limited

Location: , , United Arab Emirates

Category: other-general

Business Development Manager in Aftermarket Automotive – Middle East Do you have a knowledge of the automotive aftermarket for Middle East and are you seeking for a new business opportunities? Do you want to work for an international company where we are a team with ambitious goals and shared values? About the jobAs a Business Development Manager in our automotive division you are responsible for finding and cultivating new business opportunities and facilitate growth within a very strong base of existing accounts. You will be part of the European sales organization and you will be directly supported by the local customer service & distribution center. You develop, together with the European sales team, the customer portfolio and strategy. What are you going to do as a Business Development Manager? Finding new business opportunities by country; Facilitate the growth of the business; Provide feedback from the market; Support the local partners in the cooperation with NRF. What do you bring as a Business Development Manager? Good knowledge of the Middle East automotive aftermarket on regional level is a must; A minimum of 3 years' experience in a similar position working for the international aftermarket supplier/automotive distributor as an account manager or in product management; Technical background in automotive; Proficient in MS Office Outlook, Excel and Word; Open for traveling (driving licence B); Fluent English (speaking and writing). About the teamAs a Business Development Manager you will develop, together with the European sales team, the customer portfolio and strategy. You will collaborate closely with the international team and report to the Regional Sales Director. Interested? Don't miss this opportunity! Apply

immediately via the “apply now” button! You will be directed to Equalture’s platform, platform we use to ensure an unbiased initial selection. We believe that having a more diverse team will enrich our decision-making process as different points of view are considered. Traditional recruitment processes based on CV’s and motivational letters are often biased due to factors such as gender, age, nationality, etc. When a potential candidate takes part in a recruitment-through-assessment exercise all those factors are ignored, and recruiters focus on what truly matters: their talent. What we offer: Consistent income with base and bonus components. Company car (business equipped). In-house sales academy and on the job education and training.

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