

Business Development Manager Jobs In Abu Dhabi | MMEC Mannesmann LLC

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Company: MMEC Mannesmann LLC

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: other-general

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About the job

Collect market/competitor information and keep abreast of Oil and Gas industry and commercial activities.

Study data of Government and industry expansion / investment plans to determine prospective customers in the UAE and GCC Region.

Assist in formulating and planning yearly Business Development budget and sales calendar.

Generate reports on competition and conduct SWOT analysis of MMEC Mannesmann & its competitors to leverage the Company's competitive advantage to stay ahead of present and potential competition in the industry.

Conduct research on industry opportunities & emerging trends to provide expert advice on future business prospects and areas that the Company must focus on.

Establish and maintain professional working relationships with top clients,

Requirement

Provide inputs to the development of the business plan for the Department.

Prepare presentations & hold discussions with clients and potential clients to understand their needs and follow up on new business opportunities.

Prepare bids strategy assessments and evaluate potential projects for consideration by

MMEC Mannesmann Management and monitor related progress and estimations.
Solicit client feedback through the project proposal and execution phases.
Contribute to the development of marketing & promotional literature and products.
Coordinate with internal cross functional teams for up gradation of activities.

#J-18808-Ljbffr

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