

Business Development Manager Jobs in Al Ain | Al Rostamani Group

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Company: Al Rostamani Group

Location: Al Ain

Category: other-general

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Description:

Our travel agency is searching for a customer and business driven Branch Manager to join our team in Al Ain. As our business development manager, you responsible for business development, managing large key accounts, marketing including performing market researches to enhance existing & develop new markets for travel destinations, prospecting, developing relationships with potential customers and meeting sales targets. The ideal candidate will be an excellent communicator with in-depth knowledge of Al Ain market and customer, domestic and international travel destinations. To succeed in this role, you should also possess outstanding negotiation and sales skills.

Job Responsibilities:

Plan details for travel including transportation, accommodation, and airlines.

Work with clients to determine their traveling needs.

Guide clients on the appropriate styles of transportation, travel dates, costs, and accommodations.

Manage large-scale events including conferences and retreats.

Job Requirements:

Bachelor's degree in tourism, hospitality or relevant field.

A minimum of 3-5 years Al Ain, UAE experience in a similar role.

In-depth knowledge of domestic and foreign travel destinations.

Excellent sales and interpersonal skills.

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