

Business Development Manager Jobs In Dubai | Corpy&Co

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Company: Corpy&Co

Location: sharjah

Category: other-general

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Corpy & Co. (<https://corpy.co.jp/en>) is a global Deep AI Tech Startup, headquartered in Tokyo Japan. Our mission is to Save human lives and expand equality with AI. We are developing an AI operation management solution called "CONFIDE". Based on this core product, we research and develop

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ResponsibilitiesConduct in-depth market research to identify opportunities and trends in international markets. Analyze competitive landscapes and develop strategies to penetrate new markets effectively.

Develop and execute a comprehensive market entry strategy for target international regions. This includes assessing market size, regulatory requirements, and entry barriers.

Build and nurture strategic partnerships with key stakeholders, including potential clients, partners, and industry influencers.

Lead the sales efforts in international markets, including identifying potential customers, negotiating contracts, and closing deals. Drive revenue growth by meeting and exceeding sales targets.
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Requirements:5+ years in business development or sales in the

AI/SaaS/Software/technology-related industry

Strong understanding of software products and interest in AI technologies

Exceptional negotiation, communication, and interpersonal skills

Strong track record in developing and executing business expansion strategies

Proven ability to establish and maintain strategic partnerships in the local markets

Comfortable with hands-on work while building up the team from scratch

Fluent English and Arabic language skills

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