

Business Development Manager Jobs In Dubai | Emirates

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At dnata Travel Group Contact Centres, we are proud to support our customers as a leading, award-winning travel services provider. Our global presence and service proposition delivers expertise in all aspects of the travel industry from online travel agencies, local brick-and-mortar agencies, global travel consolidators, corporate travel, sports travel, destination management and attractions through to airline representation services. We are proudly diverse in our workforce composition, global footprint and in the nature of the processes we handle. Today our organisation consists of 1,950 passionate people delivering services to end customers in more than 60 markets around the world from 5 key global locations.

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Responsibilities

- Manage the regional partnership through the appointment of new partners under the umbrella of the assigned dnata Travel brand with a particular focus on managing the relationships with the senior management of these partners.
- Monitor compliance with partner and client contracts, identify any potential areas of concern and recommend appropriate actions.
- Plan and launch a series of above and below the line marketing campaigns to emphasise on the positioning of dnata Travel and develop the brand recognition strategy, as an upcoming travel management network within the assigned regions.
- Lead the research, qualifying, pursuing and winning of new business and provide support

to ensure successful proposal bids are managed effectively.

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Maintain effective working relationships with internal departments and ensure through Service Level Agreements that departmental needs are effectively met. Maintain a good working relationship at the very highest level with dnata Travel partners across the assigned regions, including card payment solution partners (e.g., Diners, American Express, HSBC), managing credit to clients and ensuring that new credit applications are handled in a quick and effective manner.

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