

Business Development Manager Jobs in Dubai | Klook

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Company: Klook

Location: , Dubai, United Arab Emirates

Category: other-general

1- Business Development Manager

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Ownership: Accountable for vertical performance and overall revenue. Create strategic territory plans and testing of new ideals to efficiently maximize sales opportunities

Acquisition: Acquire a diverse range of large size/ key account merchants across different industries, from key accounts to local players in a scalable way. Support onboarding of products and coordinate with merchants, operations, content, finance, and quality control teams.

Account management: Cultivate relationships with partners to help maximize their sales potential on Klook. Communicate Klook's business strengths and brand value to suppliers, and create merchant success plans for long term sustainable partnership. Provide training and daily operational support to suppliers on our processes and tools.

Optimization: Commit to delivering world class travel experience to our customers, in terms of pricing, inventory, content, exclusive privileges, maintain at a market leading position at all times.

Job Requirements:

Minimum of 7 years of experience in Business Development / Account Management

Familiarity with travel products, experience with attractions, activities, tours and transportation would be advantageous.

Proven ability to recruit, develop and retain high quality talent in multi-cultural teams and matrix reporting relationships

Operational excellence mind-set and experience. Data driven. Excellent problem-solving skills.

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