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Business Development Manager Jobs In Dubai UAE 2023 | IFS

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Company: IFS

Location: dubai

Category: other-general

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Description:

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the front of the company and will have the dedication to create and apply an effective sales strategy/.

Responsibilities:

Develop a growth strategy focused both on financial gain and customer satisfaction

Conduct research to identify new markets and customer needs

Arrange business meetings with prospective clients

Promote the company's products/services addressing or predicting clients' objectives

Preparesales contractsensuring adherence to law-established rules and guidelines

Keep records of sales, revenue, invoices etc.

Provide trustworthy feedback and after-sales support

Build long-term relationships with new and existing customers

Develop entry level staff into valuable salespeople

Requirements:

Proven workingexperience as a business development manager, sales executive or a relevant

role

Proven sales track record

Experience in customer support is a plus

Proficiency in MS Office and CRM software (e.g. Salesforce)

Proficiency in English

Market knowledge

Communication and negotiationskills

Ability to build rapport

Time management and planning skills

#J-18808-Ljbffr

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