

## Business Development Manager Jobs in Sharjah | IFFCO Careers

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Company: IFFCO

Location: , Sharjah Emirate, United Arab Emirates

Category: other-general

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#### Description:

To formulate and implement marketing strategy for the business unit across various products to drive revenue, market share, profitability and other business goals.

Develops the Business Units product portfolio by identifying potential products; conducting market research; generating product requirements; determining specifications, benchmark pricing, and develop time-integrated plans for product introduction and assist in developing marketing strategies.

#### Job Responsibilities:

Identify, pitch, acquire & develop new businesses for IFFCO OOH.

Portfolio GAP study analysis.

Study the ability to win against our competitors with new lines.

Find a new suppliers to support growth

#### Job Requirements:

Minimum under graduate, preferable an MBA from a recognized university

Total Work Experiences of Minimum 12+ Years in Distribution companies with proven track record in building and managing the large business in the targeted countries.

Overall exposure to B2C and B2B business and knowledge of upper and lower trade

Experience of working in multi-cultural environment

#J-18808-Ljbffr

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