

Business Development Manager (Media) | Sandstone Media Dubai

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Company: Sandstone Media

Location: dubai

Category: other-general

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Media Solutions agency specializing in Public Relations, Social Media & Influencer Engagement in the Middle East & North Africa Region.

About Sandstone Media: Sandstone Media is a dynamic and innovative PR and media solutions company based in Dubai, UAE. We specialize in crafting compelling narratives, strategic PR integration, and media amplification for our diverse clientele. Our approach combines traditional and digital PR strategies, ensuring maximum impact and visibility in the ever-evolving media landscape.

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Key Responsibilities

1. Business Development:

Identify and pursue new business opportunities to generate leads and drive revenue growth. Conduct market research to stay updated on industry trends, competitor activities, and potential clients.

Develop and implement effective sales strategies to meet and exceed sales targets.

2. Client Relationship Management:

Build and maintain strong relationships with clients, understanding their PR and media needs. Collaborate with clients to identify business objectives and tailor media solutions that align with their goals.

Ensure client satisfaction through regular communication and efficient resolution of issues.

3. Media Industry Knowledge:

Stay abreast of developments in the media industry, particularly in Dubai, and understand the dynamics of traditional and digital PR.

Leverage industry insights to position Sandstone Media as a leader in innovative PR solutions.

4. Proposal and Pitch Development:

Create compelling proposals and pitches tailored to client requirements.

Present Sandstone Media's services in a clear and convincing manner, highlighting the unique value proposition.

5. Networking and Events:

Attend industry events, conferences, and networking opportunities to expand the company's reach.

Represent Sandstone Media at various forums to enhance brand visibility and attract potential clients.

6. Collaboration with Internal Teams:

Collaborate with internal teams, including PR, marketing, and creative, to deliver integrated solutions for clients.

Provide feedback and insights to enhance service offerings and stay ahead of industry trends.

Qualifications and Skills:

Bachelor's degree in Business, Marketing, or a related field.

Proven track record in business development, particularly in the media industry in Dubai.

Strong understanding of PR and media solutions, with the ability to articulate complex concepts.

Exceptional communication and interpersonal skills.

Ability to work independently and collaboratively in a fast-paced environment.

Results-driven with a focus on achieving and exceeding sales targets.

Benefits:

Competitive salary and performance-based incentives.

Opportunities for professional development and career growth.

Dynamic and inclusive work environment.

Don't miss out on this n't m exciting opportunity – apply now at [dubaiofferz.com#J-18808-](http://dubaiofferz.com#J-18808-Ljbffr)

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