

Business Development Manager | NES Fircroft Dubai

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Company: NES Fircroft

Location: dubai

Category: other-general

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With over 90 years' combined experience of delivering workforce solutions to the global energy industry, NES Fircroft is proud to be the world's leading engineering staffing provider spanning the Oil & Gas, Power & Renewables, Infrastructure, Life Sciences, Mining, Automotive and Chemicals sectors worldwide.

NES Fircroft is currently looking to hire a Business Development Manager to be based out of Dubai with a focus on the Iraq Oil & Gas market.

The role of the Business Development Manager involves the formation and execution of a business development strategy for the Iraq region to build our contract and managed recruitment solutions business lines within the Upstream and Downstream market segments. The role is also responsible for engaging client contacts and key contractors to identify and win business, thus personally impacting revenue growth. Supporting activities will include but not limited to; interfacing with recruitment managers to align service delivery, marketing and event coordination.

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Responsibilities:

Identification of client leads in the Oil & Gas market.

Building relationships and qualifying opportunities for NES Fircroft, engaging regional teams for sales pitches, and tender responses.

Driving correct BD behaviors, training recruitment teams as required thus enhancing lead generation and opportunities.

Leading strategic BD activities and reporting on market developments and opportunities to extend our brand and services.

Assisting with BD initiatives into new territories for NES Fircroft.

Supporting the recruitment teams to transition relationships into a successful service delivery / account management mode of operation.

Networking with NES Fircroft current Iraq contractors to establish qualified leads and ensure they are being supported and valued.

Experience:

Previous experience with a recruitment agency/manpower company is a must.

Commercial acumen, including demonstrated experience in bids and tenders, proposals, and pricing formulation.

Outgoing personality with a proven track record in building and developing client relationships.

Strong organizational skills, smart and methodical, demonstrating ability to multi-task and prioritize.

Team player who can also take initiative and work in an autonomous fashion.

Good communicator, articulate with strong external presentation skills (written & verbal).

Leadership attributes, with a demonstrated motivation to build and manage teams / business units.

A commitment to attracting and developing industry leading staff as the platform for future business growth.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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