

United Arab Emirates Jobs Expertini®

Business Development Manager

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Company: Executive Solutions

Location: sharjah

Category: other-general

-Independently manage the divisional sales, market, customer and product development in the HVAC market segments including but not limited to oil & gas, power generation, process rental, general industrial cooling, energy recovery, protective coating and a/c coils.-Visit consultants, architects and general decision makers to specify the product range.-Manage the business development process and provide support to assistants.-Efficiently ensure smooth transition to the sales manager.-Obtain enquiries and formulate quotations-Effective administration control-Involvement in credit control issues as directed-Achieve set divisional sales, KPI's, goals and targets-Set annual targets and project schedules for divisional business development-Engineering Background- Experience in Sales-Business Development- Understanding of the HVAC market-Pricing of quotations as per set divisional margins- Order confirmations on agreed margins-Specification to projects and consultants.-Efficiently manage sales engineer and coordinator in the divisional business development.-Divisional business development plans and projects with OD approval-Technical and product development

About The Company Based in the UAE, we are a boutique consultancy specialising in executive search and recruitment for organisations across the Middle East.Our global reach, combined with unrivalled local knowledge and prime location makes us the number one choice for employers looking to fill 'mission critical' roles in the region.The cornerstone of our business proposition is our complete immersion in the international markets in which we operate, which allows us to provide our clients with absolute attention, professionalism and delivery every time.With a track record of success throughout the GCC, we are uniquely positioned to provide a solution to your staffing needs.

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