

United Arab Emirates Jobs Expertini®

Business Development Manager - SMB

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Company: Nielsen Consumer LLC

Location: sharjah

Category: other-general

- Developing SMB growth strategies and plans for existing & new clients to meet/exceed the revenue targets
- Managing and retaining relationships with existing clients
- Increasing the client base/new logos (whitespace)
- Develop strategies to convert adhoc clients to the subscription model
- Having an in-depth knowledge of the RI products and value proposition
- Identifying and mapping business strengths and client needs
- Researching business opportunities and viable revenue streams
- Managing the sales process end to end, from prospecting to closure
- Following industry events & trends locally and internationally
- Drafting and reviewing contracts/proposals
- Reporting on successes and areas needing improvements
- Liaising with internal stakeholders and teams to ensure client delivery and satisfaction

#J-18808-Ljbffr

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