

United Arab Emirates Jobs Expertini®

Business Development Manager - SMB

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Company: NielsenIQ

Location: Sharjah

Category: healthcare-practitioners-and-technical

Job Description

Retail Intelligence (Business Development - SMB)

Vertical: Small & Medium Business (SMB)

We are looking for an energetic & an experienced Business Development person to join our team in UAE. If you are interested to explore this great opportunity, kindly let us know.

JOB RESPONSIBILITIES

- 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

Qualifications

- High-level communication skills
- Stakeholder management skills
- Proven ability to negotiate
- Experience with design and implementation of business development strategy
- Conflict resolution
- The ability to self-motivate and motivate a team
- Experience working to and exceeding targets

Education & Experience Requirements:

- University degree or equivalent experience
- Strong analytical mind and excellent numerical skills
- 3+ years of experience in sales & client management

Preference:

- Bilingual (English & Arabic speaker)

Additional Information

About NIQ

NIQ is the world's leading consumer intelligence company, delivering the most complete understanding of consumer buying behavior and revealing new pathways to growth. In 2023, NIQ combined with GfK, bringing together the two industry leaders with unparalleled global reach. With a holistic retail read and the most comprehensive consumer insights—delivered with advanced analytics through state-of-the-art platforms—NIQ delivers the Full View.

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