

# United Arab Emirates Jobs Expertini®

## Business Development Manager - SMB

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Company: NielsenIQ

Location: United Arab Emirates

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™.

NIQ, is an Advent International portfolio company with operations in 100+ markets, covering more than 90% of the world's population. For more information, visit [NIQ.com](https://www.niq.com).

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#### **Our commitment to Diversity, Equity, and Inclusion**

NIQ is committed to reflecting the diversity of the clients, communities, and markets we measure within our own workforce. We exist to count everyone and are on a mission to systematically embed inclusion and diversity into all aspects of our workforce, measurement, and products. We enthusiastically invite candidates who share that mission to join us.

We are proud to be an Equal Opportunity/Affirmative Action-Employer, making decisions without

regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability status, age, marital status, protected veteran status or any other protected class. Our global non-discrimination policy covers these protected classes in every market in which we do business worldwide.

Learn more about how we are driving diversity and inclusion in everything we do by visiting the NielsenIQ News Center:

*NIQ or any of our subsidiaries will never ask you for money at any point of the recruitment or onboarding process.*

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