

# United Arab Emirates Jobs Expertini®

## Business Development Manager

[Apply Now](#)

Company: ITL Leisure Tourism

Location: united arab emirates

Category: other-general

Bachelor of Business Administration(Management)NationalityAny NationalityVacancy1  
VacancyJob DescriptionElementDetailsEducation: Bachelor's Degree (Master's Degree) or an equivalent professional qualification, or certification in Sales & Marketing would be an added advantage. Industry Experience: Minimum 8 years of GCC experience in the Travel industry, of at least 5 years with a global TMC: implementing and executing a comprehensive sales action plan, maximizing on business opportunities, and strategically focusing on high-volume travel spending from local and multinational corporations. Responsibilities: Responsible for developing a constructive sales pipeline while consistently striving to exceed and outpace the sales goals. Determine strategic planning related to new product lines. Building relationships with key clients and managing negotiations of sales contracts. Design, implement, and monitor sales strategies in the market (region) and execute all sales objectives and action plans to reach and exceed the targets set. Identify new emerging industry segments and drive at securing long-term business partnerships. Provide feedback on changing marketing conditions, including trends with the competition. Develop a business plan and focus on key deliverables that cover the Corporate, MICE & Leisure business. Adhere to the defined sales strategy and maximize incremental sales and up-selling opportunities. Points to Consider: 5+ years of travel industry experience in a sales and business development role. Proven track record of delivering creative solutions to overcome obstacles and enhance profitability. Open to new approaches and alternative means to accomplish results despite setbacks. Experience in handling large market / MNC Clients. Experience in handling large market / MNC Clients. Excellent command of written &

spoken English.Excellent command of written & spoken English.Excellent negotiation and organizational skills. Company Industry TravelTourism Department / Functional Area

Business Development Keywords Business Development Manager Disclaimer:

Naukrigulf.com is only a platform to bring jobseekers & employers together. Applicants are advised to research the bonafides of the prospective employer independently. We do NOT endorse any requests for money payments and strictly advice against sharing personal or bank related information. We also recommend you visit Security Advice for more information. If you suspect any fraud or malpractice, email us at [abuse@naukrigulf.com](mailto:abuse@naukrigulf.com)

#J-18808-Ljbfrr

[Apply Now](#)

#### Cross References and Citations:

1. Business Development Manager Trademethejobs Jobs united arab emirates

[Trademethejobs ↗](#)

2. Business Development Manager Presidentjobs Jobs united arab emirates

[Presidentjobs ↗](#)

3. Business Development Manager Flutterjobsnearme Jobs united arab emirates

[Flutterjobsnearme ↗](#)

4. Business Development Manager Mexicojobs Jobs united arab emiratesMexicojobs ↗

5. Business Development Manager Warehousejobsnearme Jobs united arab emirates

[Warehousejobsnearme ↗](#)

6. Business Development Manager Colombiajobs Jobs united arab emirates

[Colombiajobs ↗](#)

7. Business Development Manager OnlinecommunitycareerhubJobs united arab emirates

[Onlinecommunitycareerhub ↗](#)

8. Business Development Manager Biomedicaljobs Jobs united arab emirates

[Biomedicaljobs ↗](#)

9. Business Development Manager NetworkengineerjobsJobs united arab emirates

[Networkengineerjobs ↗](#)

10. **Business Development Manager Technologyjobs Jobs united arab emirates Technologyjobs ↗**
11. **Business Development Manager Doctorjobsnearme Jobs united arab emirates Doctorjobsnearme ↗**
12. **Business Development Manager Searchamericanjobs Jobs united arab emirates Searchamericanjobs ↗**
13. **Business Development Manager Jobsearchnews Jobs united arab emirates Jobsearchnews ↗**
14. **Business Development Manager Economicjobs Jobs united arab emirates Economicjobs ↗**
15. **Business Development Manager Clerkjobs Jobs united arab emiratesClerkjobs ↗**
16. **Business Development Manager Switzerlandjobs Jobs united arab emirates Switzerlandjobs ↗**
17. **Business Development Manager Professorjobs Jobs united arab emirates Professorjobs ↗**
18. **Business Development Manager Londonjobscentral Jobs united arab emirates Londonjobscentral ↗**
19. **Business development manager Jobs United arab emirates ↗**
20. **AMP Version of Business development manager ↗**
21. **Business development manager United arab emirates Jobs ↗**
22. **Business development manager Jobs United arab emirates ↗**
23. **Business development manager Job Search ↗**
24. **Business development manager Search ↗**
25. **Business development manager Find Jobs ↗**

Source<https://ae.expertini.com/jobs/job/business-development-manager-united-arab-emirates-itl-leisure-tourism-1968-29374/>

Generated on: 2024-05-01 by [Expertini.Com](https://expertini.com)