

# United Arab Emirates Jobs Expertini®

## Business Development Representative

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Company: Industrial and Financial Systems

Location: dubai

Category: other-general

IFS is a billion-dollar revenue company with 5000+ employees on all continents. We deliver award winning enterprise software solutions through the use of embedded digital innovation and a single cloud-based platform to help businesses be their best when it really matters—at the Moment of Service. At IFS, we're flexible, we're innovative, and we're focused not only on how we can engage with our customers but on how we can make a real change and have a worldwide impact. We help solve some of society's greatest challenges, fostering a better future through our agility, collaboration, and trust. We celebrate diversity and accept that there are so many different perspectives in this world. As a truly international company serving people from around the globe, we realize that our success is tantamount to the respect we have for those different points of view. By joining our team, you will have the opportunity to be part of a global, diverse environment; you will be joining a winning team with a commitment to sustainability; and a company where we get things done so that you can make a positive impact on the world. We're looking for innovative and original thinkers to work in an environment where you can #MakeYourMoment so that we can help others make theirs. If you want to change the status quo, we'll help you make your moment. Join Team Purple. Join IFS.

**Job Description** Looking for a stepping stone into a sales role? Passionate about working for a high-growth company? Determined and ambitious about career development? Excited by technology? If this sounds like you, then please read on...

We are looking for energetic Business Development Representatives (BDRs) to generate and nurture sales leads for the MEA region. Working closely with the Marketing and Sales teams, you will develop new business leads by a mix of warm and cold calling. As a

Business Development Representative, you will have an amazing opportunity to be part of the 'growth team' for generating business for the entire sales team. Qualifications Who We Are Looking For... Our ideal candidate is driven, ambitious, determined, persistent and will thrive in an organisation where excellence is the norm. You will have: A minimum of 18 months experience in a similar role in a B2B tech company Proven ability to meet and exceed targets A resilient and driven nature Hungry to go above and beyond to over perform You are highly communicative and love to talk to prospects on the phone, via E-Mail or Social Media The ability to communicate clearly and effectively, both written and verbally (English & Arabic) Additional Information At IFS you will work in a growing, global enterprise software company where informal hierarchies promote simplicity and trust with responsibility. We strive to deepen our expertise by taking on challenging and varying work assignments in a collaborative environment together with committed colleagues. With professionalism and a strong customer focus in everything we do, from R&D to Sales and Consultancy, we are proud to serve world-class customers all over the globe with our leading products. Our office is based in Dubai Media City, Dubai, UAE and we work in hybrid working model If you want to change the status quo, we'll help you make your moment. Join Team Purple. Join IFS. We are an equal opportunity employer and value diversity.

#J-18808-Ljbffr

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