

## Business Development Representative Jobs In Dubai | Aulysius Middle East

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Company: Aulysius Middle East

Location: dubai

Category: other-general

## Business Development Representative Jobs In Dubai | Aulysius Middle East

### Job Description

#### About The Role

- Acquire the potential leads
- Expanding the business opportunities within existing accounts
- Prospect via phone, email, and social strategies
- Deeply understand clients' pain/needs to sell with value
- Drive sales growth and create pipeline for Account Managers
- Test new strategies, audiences, and channels to generate Enterprise opportunities

#### Skills

##### Your Experience & Skills

- Arabic speaker and fluent in English
- 2-3 years in BDR role.
- One year in a Business or Sales Development Representative role and/or one year in sales

- SaaS experience
- Strong customer-facing and presentation skills
- Excellent written and oral communication skills
- Self-starter, goal-orientated, and customer-centric

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