

United Arab Emirates Jobs Expertini®

Business Development Specialist

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Company: Sahem Talent

Location: Dubai

Category: healthcare-practitioners-and-technical

SHAHEM TALENT is a UAE initiative aimed at helping UAE talents keep up with the competition in the UAE's private sector job market, we are passionate about connecting exceptional UAE talents with employers in the private sector, creating endless growth opportunities for both.

Job Overview:

We are seeking a dynamic and results-driven Business Development Specialist with a focus on Emiratization to join our team. The ideal candidate will be responsible for identifying, cultivating, and securing new business opportunities by promoting our specialized recruitment services. The primary goal is to establish and maintain strong relationships with clients, driving the success of Emiratization initiatives within the UAE.

Key Responsibilities:

Client Acquisition: Identify and target potential clients within the UAE who are committed to Emiratization goals, including government entities, private companies, and organizations across various industries.

Market Research: Stay abreast of industry trends, Emiratization policies, and market demands to tailor recruitment strategies that align with client needs.

Relationship Building: Cultivate and maintain strong relationships with existing and potential clients to understand their recruitment needs and position [Recruitment Agency Name] as the preferred partner for Emiratization solutions.

Consultative Selling: Collaborate with clients to assess their Emiratization requirements, offering customized recruitment solutions that address their unique challenges and contribute to the

successful placement of Emirati talent.

Proposal Development: Prepare and present compelling proposals, highlighting the value proposition of [Recruitment Agency Name], including our expertise in Emiratization and our ability to source and place qualified Emirati candidates.

Networking: Actively participate in industry events, conferences, and networking opportunities to enhance the agency's visibility and build a robust professional network.

Collaboration with Recruitment Team: Work closely with the recruitment team to ensure a seamless transition from business development to candidate placement, providing ongoing support to both clients and candidates.

Requirements

- 1-Bachelor's degree in Business, Marketing, or a related field.
- 2-Proven experience in business development, preferably within the recruitment or staffing industry.
- 3-Knowledge of Emiratization policies and understanding of the UAE job market.
- 4-Strong communication, negotiation, and presentation skills.
- 5-Results-oriented with a track record of meeting and exceeding sales targets.
- 6-Ability to work independently and collaboratively in a fast-paced environment.

Benefits

Competitive salary with performance-based incentives.

Health and wellness programs.

Professional development opportunities.

Dynamic and inclusive work environment.

If you are passionate about contributing to the Emiratization initiatives in the UAE and have a proven track record in business development, we invite you to apply and join our dedicated team at [Recruitment Agency Name]. Together, let's shape the future of the UAE workforce.

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Cross References and Citations:

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