

Business Development Specialist

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Company: Shirlyn Group

Location: united arab emirates

Category: other-general

Position Summary

As a Business Development Specialist at Shirlyn Distribution, you'll play a crucial role in helping our SHIRLYN.CO Marketplace business grow. Your job is all about finding new sales opportunities and building partnerships that will help our business succeed. If you love coming up with new ideas and making a big impact, this could be the perfect role for you.

Responsibilities

Find new sales opportunities by working with partners and our business development team.

Explain why our products are great to potential customers through phone calls, emails, and social media.

Do research to learn about trends in online shopping and what our competitors are doing.

Learn from our Partner Managers and help them with their work.

Make presentations and reports for our clients.

Keep track of how well our business is doing and find ways to make it even better.

Requirements

1-3 years of experience in sales, customer service, or a related field.

Must be fluent in Mandarin (speaking and reading).

Preferably 2-5 years of experience in business development or a similar role.

Must be good at organizing your work and able to work quickly.

Should be good at analyzing data and figuring out what it means.

Must be motivated to do well and able to work on your own.

Should be willing to work some evenings to talk to partners in other countries.

Shirlyn Benefits and Culture:

At Shirlyn, we value our employees and offer a comprehensive benefits package that includes:

Healthcare coverage (medical, dental, vision, prescription drugs).

Health Savings Account with employer funding.

Flexible Spending Accounts (Healthcare and Dependent care).

Company-paid Basic Life/AD&D insurance.

Company-paid Short-Term and Long-Term Disability.

Voluntary Benefit Offerings (Voluntary Life/AD&D, Hospital Indemnity, Critical Illness, and Accident).

Employee Assistance Program.

Business Travel Accident Insurance.

401(k) savings plan with discretionary company match and access to a financial advisor.

Access to Shirlyn Foundation support.

Perks (HQ Location)

Free lunch every week.

Pets allowed in the office.

Free gym access.

Free gifts.

Annual holiday party.

Invitations to special events.

Free snacks and drinks every day.

Free shuttle service.

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Cross References and Citations:

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