

## Consulting Professional Jobs in Dubai | JLL Careers

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Company: JLL

Location: , Dubai, United Arab Emirates

Category: management

## Consulting Professional Jobs in Dubai | JLL Careers

### Job Responsibilities:

#### Business Development & Customer Relationship Management

Effectively understand real estate needs of prospective clients and define suitable “products” to respond to their needs in the most professional manner

Lead in review, analysis and development of strategies for new business opportunities;

Drive business development initiatives by forming close relationships with clients and securing business wins with respect to fee earning assignments.

Support the HOD in taking a leadership role in the CRM function for SCON clients

Ensure execution of deliverables as per offers and allocation of tasks within the Consulting team

Supervise the financial modelling and analysis.

## Job Requirements:

7 – 10 years' experience in consulting / real estate preferred

Relevant Master's degree in finance / economics / business preferred

Customer Focused – dedicated to exceeding the expectations and requirements of internal and external customers; establish and maintain effective relationships

#J-18808-Ljbffr

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