

# United Arab Emirates Jobs Expertini®

**Director Business Development - AUH United Arab Emirates Posted on 01/26/2024**

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Company: DU UAE

Location: united arab emirates

Category: other-general

Key Accountabilities:

Develop and execute strategic plans to drive business growth within Abudhabi region

Identify and establish key partnerships, alliances, and collaborations to expand market presence and enhance revenue streams.

Lead a team of business development professionals, providing guidance, coaching, and fostering a collaborative and high-performance culture.

Analyze market trends, competitor activities, and customer needs to identify opportunities for product/service development and differentiation.

Build and maintain strong relationships with key clients, understanding their business objectives and ensuring satisfaction with telecommunications solutions.

Drive the development and implementation of innovative sales strategies to meet and exceed revenue targets.

Collaborate with cross-functional teams, including marketing, product development, and operations, to ensure alignment with business objectives.

Stay informed about industry regulations, technological advancements, and emerging trends to anticipate market changes and opportunities.

Prepare and present reports, forecasts, and business plans to senior leadership and stakeholders.

Monitor and evaluate the performance of business development initiatives, adjusting

strategies as needed to achieve optimal results.

**Qualifications:**

Bachelor's degree in Business, Marketing, or a related field.

**Experience:**

Minimum of 8 years of experience in sales operations or a related field.

**Skills:**

Bachelor's degree in Business, Telecommunications, or a related field;

Proven experience in enterprise business development within the telecommunications industry.

Demonstrated success in leading and motivating high-performing teams.

Good understanding of telecommunications products, services, and market dynamics.

Excellent strategic thinking, negotiation, and communication skills.

Ability to build and maintain relationships with key stakeholders, clients, and partners.

In-depth knowledge of industry regulations, standards, and compliance.

Analytical mindset with the ability to interpret market data and make informed decisions.

Proven track record of achieving and exceeding revenue targets.

Strong project management skills and the ability to prioritize and manage multiple initiatives simultaneously.

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