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Head of Business Development Jobs In Dubai UAE 2023 | Miral Careers

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Company: Miral Careers

Location: dubai

Category: other-general

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Description:

We are seeking an experienced Head of Business Development with a professional services background to further embed the firm's global sector approach in the region. This will include supporting the formation and implementation of Office, Sector and Group BD plans in the Middle East, working collaboratively with the Middle East bids and pursuits teams, to raise the profile and reputation of the firm, generate new business and support existing client relationships in the region and wider firm relationships.

Responsibilities:

Develop and communicate BD and marketing plans and positioning for the Middle East and the Groups and Sectors primarily active in the region, further integrating them with firm strategy and priorities, and tailoring global Group and Sector plans to the Middle East audience.

Manage delivery of BD activity against agreed plans, agreeing actions with partners, sharing best practice and facilitating collaborative working between Offices, Groups and Sectors.

Work with the partners to identify the key influencers in the market (clients, targets, business organisations, intermediaries, media, etc.) and develop an engagement plan to build profile and connectivity in the region.

Work with the partners and central teams to build relationships with network law firms.

Support partners to take the whole firm to conversations with these influencers, confidently and consistently

Support the generation of new revenue, in close liaison with the dedicated Middle East bids team, through:

Requirements:

Degree educated

Relevant marketing qualification (or working towards a relevant marketing qualification)

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