

# United Arab Emirates Jobs Expertini®

## Head of sales and BD Manager

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Company: Confidential Company Dubai

Location: dubai

Category: other-general

Job Description Roles & Responsibilities HIRING FOR HEAD OF SALES( 12+ Years ) and BD MANAGER (7+ Years) MUST BE FROM IT/ NON IT STAFFING/ RECRUITMENT/OUTSOURCING INDUSTRY ONLY. As a Sales Head(BD) , your primary responsibility will be to identify and acquire new business opportunities within the B2B sector. You will be targeting potential clients who require outsourcing services and are looking to optimize their business operations. Prospect and generate leads: Conduct research and identify potential clients in the B2B market who could benefit from outsourcing services. Use various methods such as cold calling, email campaigns, networking events, and social media platforms to generate leads. Meet sales targets: Take ownership of your sales pipeline and consistently meet or exceed sales targets. Monitor your performance, analyze sales data, and identify areas for improvement.

#J-18808-Ljbffr

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