

United Arab Emirates Jobs Expertini®

Independent Business Development Manager (M/F) PI GATE

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Company: Pi Gate

Location: united arab emirates

Category: other-general

Independent Business Development Manager (M/F)

Job Description:

PI GATE is a human-sized company operating in the field of "IT Solutions (software development, websites, and mobile applications), E-Commerce Marketplace, Smart Home, and Related Training." PI GATE provides an opportunity for you to work independently and earn a self-sufficient or supplementary income while expressing your full potential!

We are looking for an Independent Business Development Manager (M/F), reporting directly to the sales manager. Multiple positions are available throughout Europe & Middle East.

Job Responsibilities:

- You are PI GATE's ambassador to prospects and clients in your area.
- Detect new projects (phone, email, and field prospecting).
- Identify and understand client needs and define solutions.
- Deploy a sales and marketing methodology that will promote growth in professional and corporate client base.
- Complete the entire sales cycle.
- Follow-up with clients.
- Develop and retain a network of professional clients.
- Emphasize the value-added solutions, not the price.
- Achieve assigned objectives while respecting the sales policy.
- Report to the sales management team on the overall sales strategy.
- Conduct customer satisfaction surveys (via email and phone).

- Conduct market research and competitive analysis.
- Develop innovative sales proposals.
- Respond to calls for tenders.
- Understand the functionality of all our sites to work on the internationalization of our services.

Required Skills:

- Knowledge of software, website, mobile application, online marketplace, IT, and computer systems in general.
- Sales techniques.
- Good knowledge of office tools (Microsoft Office Suite).

Personal Qualities Required for the Position:

- Interpersonal skills.
- Dynamism.
- Creativity.
- Versatility.
- Availability.
- Observation, listening, advising, and negotiating skills.
- Autonomy.
- Openness to information technology.
- Curiosity.
- Precision.
- Method.
- Organization.
- Good writing skills.

Work Environment:

- Telecommuting.

Experience and Education:

- Required Experience: B to B or B to C (1 year minimum), or Technical Salesperson (M/F) or similar (1 year minimum).
- Type of Contract: Independent Contractor Agreement.
- Education Level: Minimum Bac +2.

Salary: Commission-based salary correlated to sales up to €60,000 per year based on sales achieved, plus other benefits.

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