

Manager-Business Development Jobs in Dubai UAE 2023 | IFS

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Description:

To be instrumental in supporting the Sales Team and the ongoing effort to enhance overall sales process. The role is also accountable for the end to end control and compliance for Order Management Process across the Group.

Job Responsibilities:

Monitor and ensure strict compliance and governance on all CRM SOPs, Contract Approval Process and Order Management Process.

Manage the function that monitors and maintains quality and accurate sales data within Salesforce Coordinate effectively with the Sales and Account Teams to ensure required management data is thorough, accurate and reflects the stage and status of all opportunities.

Coordinate and manage the Contract Approval Process ensuring all required documents

are submitted accurately and in line with the Service Level Agreement (SLA).

Produce accurate and efficient Salesforce Reports to the Sales Team and Senior Management to improve the financial results of the organization.

Skills:

Advance in MS office

Salesforce CRM

Understand sales process.

Leadership skills

Effective Communication

Training & Presentation Skills

Time Management

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