

United Arab Emirates Jobs Expertini®

Manager - Business Development (UAE National only)

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Company: Redington

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Job Description **Customer related: -**

Building and maintaining long lasting relationship by partnering with stakeholders and understanding their needs

Run rate and deal closures with market intelligence by continuous engagement with market and relevant stake holders

Funnel Management: - Having a strong funnel for business to avoid seasonal imbalances.

Identifying and increasing business/channel breadth; map potential customers and generate potential leads

Being updated on products, competitors and market for establishing, maintaining and expanding our customer base and increasing business opportunities

Managing AR from all partners.

Doing a periodic Business review with the partner, presenting analysis of the business done and planning for the future.

Business related: -

Business Development through market intelligence

Achieving sales target and growth by converting potential enquires into sales

Planning – Quota and inventory planning with partners to push the partner to achieve the

maximum sale through us

Identify new markets/ potential customers and expanding our reach

Market research on customers / buyers regularly to understand market trends and collecting their feedback.

Keep track of all offers / support being confirmed to customers; preparing timely credit notes, approvals etc.

Vendor alignment with regular meetings and data sharing on market intelligence

Regular visit of market to analyze competition offerings and market offers on the models

Ensure smooth order processing through internal alignment with all stake holders

Credit note follow up by coordinating with the internal and external stakeholders.

Collection and reconciliation by sending the SOA on time and making constant follow ups with all partners on weekly basis and ensuring to get the payment schedule.

Maintaining the list of all offers/ promos, etc for various customers

Keeping a track on the after-sales services of all the partners, e.g. their service requests, collection, DOA etc.

Periodic report maintenance by consolidating and analyzing daily action summaries, sell out and stock on Hand

Preparing sales presentations by compiling data for review

Keeping track of after sales services of all the partners like Service request, collection, DOA, etc.

Operations related:

Team related: -

Taking responsibility of and driving team performance

Motivating, mentoring and coaching the team members on performance and individual growth areas

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