

## Manager SMB Jobs In Sharjah | NielsenIQ

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Location: Sharjah

Category: business-and-financial-operations

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We are looking for an energetic & an experienced Business Development person to join our team in UAE. If you are interested to explore this great opportunity, kindly let us know.

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Developing SMB growth strategies and plans for existing & new clients to meet/exceed the revenue targets

Managing and retaining relationships with existing clients

Increasing the client base/new logos (whitespace)

Develop strategies to convert adhoc clients to the subscription model

Having an in-depth knowledge of the RI products and value proposition

Negotiating with stakeholders

Identifying and mapping business strengths and client needs

Researching business opportunities and viable revenue streams

Following industry events & trends locally and internationally

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Requirement

High-level communication skills

Stakeholder management skills

Proven ability to negotiate

Experience with design and implementation of business development strategy

Conflict resolution

The ability to self-motivate and motivate a team

Experience working to and exceeding targets

Plenty of initiative

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