

## Officer – B2B Sales Jobs In Dubai | Al Rostamani Group Jobs

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Company: Al Rostamani Group

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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### Job Responsibilities:

Plan, develop and implement business strategies to penetrate and acquire customers from the market by identifying top corporate houses (Trade Remittances & WPS) and affluent HNI's. Responsible for developing and implementing business plan for growing the business from the customer segment in UAE. Ensuring driving revenue/volume from the segment and contributing to business.

Establish strategic alliances and tie ups with different business partners, associations to enhance business for the customer segment.

Participate in lead generation events, business gatherings, special programs to develop and maintain cordial relationship with stakeholders

### Job Requirements:

Graduate in Business Management / Marketing, any related stream or any professional qualification

Fluency of English language is a must

High order of information processing, numerical and analytical decision-making

Good computer awareness and usage skills

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