

# United Arab Emirates Jobs Expertini®

## Sales Development Representative Jobs in Abu Dhabi

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Company: Deliveroo

Location: abu dhabi

Category: other-general

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The Business Development team is the backbone of Deliveroo, tasked with signing up the best restaurants in the UAE to work with us. You'll be reporting to the Business Development Manager of your respective city. You will be based in Abu Dhabi (preferably).

**Job Responsibilities:** Restaurant acquisition: You'll be prospecting, pitching, and closing new restaurants in your territory. This is mostly an inside (telesales) sales opportunity.

**Oversee your pipeline:** Take control of your own pipeline and use your organizational skills to manage your portfolio of leads and ensure strong conversion rates.

**Process Strategy:** Iterate with our sales processes to make our inside sales unit the fastest-moving and biggest impact team within Deliveroo.

**Commercial Projects:** Assist our wider commercial team with ad-hoc projects like field pitch days, restaurant marketing roll-outs, and cross-functional projects.

**Requirements:** BSc/BA in business or a related field

Minimum of 2 years of sales experience within a high-growth company

Great negotiation skills

Salesforce experience in the F&B sector is a plus #J-18808-Ljbfrr

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