

# United Arab Emirates Jobs Expertini®

## Senior Business Development Executive

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Company: Dubai Limited

Location: , , United Arab Emirates

Category: other-general

Category: Business Development Career Level: Entry Level Experience: 2 Years Required Qualification: Bachelor's Degree in Any field Requires Traveling: No Salary: Salary Not disclosed Salary Type: Per Month Total Vacancies: 2 Skills: analytical skill, proficiency in market research, excellent communication skill, customer service, lead generation experience in business development, uae driving license

**Description:** A dynamic startup advertising company is seeking an enthusiastic Business Development Executive to join our creative team. This role will entail building a pipeline of leads through prospecting and networking, as well as developing clients for company services. Essentially, this role is suited for someone who can identify and close leads for digital marketing, advertising, and branding.

**Job responsibilities:**

- \* Proactively develop your own sales pipeline to promote the company's service portfolio and convert leads into new business.
- \* Create proposals, present them to clients, and close deals.
- \* Promote the company's capabilities, suggest areas of improvement, and maximize sales opportunities.
- \* Handle inbound inquiries and maintain relationships with established clients, ensuring repeat business and identifying upselling opportunities.
- \* Attend client meetings as necessary.
- \* Stay updated on industry trends, competitor activities, and market dynamics to inform sales strategies.
- \* Collaborate with the marketing team to develop targeted campaigns and promotional materials.
- \* Provide feedback to the product development team based on client needs and market demands.
- \* Maintain accurate records of sales activities, client interactions, and deals in the CRM system.
- \* Continuously improve sales techniques and product knowledge through training and professional development opportunities.
- \* Represent the company at industry events, conferences, and

networking functions to expand the client base and enhance brand visibility. We are seeking individuals who possess: - Analytical skills and proficiency in market research. - Excellent communication and customer service abilities.- A proven track record in lead generation. - Experience in business development, sales, or a related field (1-2 years preferred). - Possession of a UAE driving license; candidates with their own car are preferred.- A bachelor's degree in any field. Job Specification Smitha Suresha Poojary (Recruiter) is in search of talented and motivated individuals for the post of Senior Business Development Executive in the field of Business Development in one of their office located in Dubai - United Arab Emirates. The ideal candidate should have bachelor's degree in any filed qualification and atleast 2 years of experience. The position require analytical skill, proficiency in market research, excellent communication skill, customer service, lead generation, experience in business development, uae driving license mandatory skills. This is a Full-Time morning shift job. Disclaimer: Vacancies.ae is an exclusive platform that ought to help jobseekers & employers to be joint. We restrict any endorsement that demand for money and strictly advice against sharing personal or bank related information. If you notice any deception or fraudulent, kindly send us an email at support@vacancies.ae.

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