United Arab Emirates Jobs Expertini®

Senior Business Development Manager Jobs in Dubai

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Company: Yalago

Location: Dubai

Category: other-general

1- Senior Business Development Manager

Job: Full Time

Location: Dubai, UAE

Description:

Lead and manage a high-performing team to grow and acquire new business and devise compelling solutions to meet client objectives whilst driving revenues and delivering extraordinary levels of customer service. Develop and drive the long-term strategic business development (BD) plan, supported by an annual sales plan, to enable the department to meet targets for revenue growth, profitability and market share. Represent the business in negotiations, evaluating opportunities in line with growth plans of the business unit.

Job Responsibilities:

Identify, develop and drive the long term (2-3 year) plan and strategy for BD in the assigned business unit / department to deliver business growth targets and profitability. Ensure alignment between BD strategy and initiatives, division strategy, and dnata Travel group strategy,

Develop and manage strategic partnerships to grow business and build and establish strong relationship with customers,

Work closely with support departments to develop sales strategies to improve marketing and sales performance.

Job Requirements:

Commercial/Sales.Other

Degree or Honours (12+3 or equivalent)

Understanding of, and experience working with, stakeholders in travel / tourism value chain is essential;

Proven track record of selling innovative partnerships and exhibiting creativity in devising value propositions for customers.

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