

Business Development Executive

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Company: Tanqeeb

Location: Bahrain

Category: other-general

Join our global team for a career filled with opportunities to solve challenges both small and large, local and global, simple and complex.

Increase customer base by bringing new clients and maintaining existing clients.

Research new sales leads within designated territory ensuring an ongoing and robust pipeline of new opportunities.

Liaise with the relevant stakeholders to formulate a sales strategy to fit with the seasonal requirements of the business.

Identify potential new customers and the key decision makers within the organizations.

Develop quotations and proposals to be presented to potential new customers.

Active follow up with customers for receivables to ensure the outstanding does not go over the approved credit limit and period.

Research and develop a thorough understanding of the other services within the group to enable effective cross selling of their services and solutions.

Planning and overseeing the integration of new business into our network in conjunction with our Operations and Customer Service teams.

Attending exhibitions, trade shows and relevant Industry networking events when required.

Track and record activity of new accounts, submit weekly sales reports and present at management sales meetings.

Reviewing and increasing customer rates on an annual basis or as required.

Ensure full compliance with WSS sales governance.

Ensure accurate and updated information in the CRM system (Salesforce)

Responsible for ensuring own customers have a credit exposure approval limit in place in accordance with Credit Policy and Chart of Authority

Essential Criteria:

At least 3 years previous experience in a Business Development role. In Shipping and logistics industry.

Ability to work on own initiative and build good working relationships.

Professional and methodical approach to work.

Excellent presentation, communication and administrative Skills.

Effective planning and attention to detail is a must for this role.

Excellent client relationship and customer service.

IT literate, with experience from working with Excel, Word, Teams, CRM system, and other system applications and tools.

Highly structured

Good time management and allocation of priorities

Results oriented.

Previous experience in a similar role within the Transport and Logistics Industry

Knowledge of GCC transport market

This position will be measured:

Agreed sales targets.

Account sales growth

Customer face time (sales calls)

Opportunity pipeline

CRM system usage (Salesforce)

Benefits:

Competitive salary - negotiable depending on experience.

Medical and Life Insurance

Car allowance

Fuel card

Mobile Phone

Laptop

Long service recognition

Employee recognition

Paid holidays.

Continuous training and personal development

Work location: Bahrain

#LIPOST

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