

## Business Development Manager

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Company: Tanqeeb

Location: Manama

Category: other-general

### Job Title

### Reporting To

Freight - Business Development Manager

Freight Product Manager

### Department

### Job Location

Freight

Bahrain

Continuously work with the Freight Product Manager in the country along with the Freight operations team to explore opportunities to grow revenue, achieve the profitability of the specific freight product,

### KEY ACCOUNTABILITIES

### Typical duties included are but not limited to:

Coordinate with the Freight Product Manager to set the products yearly targets. Achieve the set product target  
Agree with the Freight Product Manager on a sales and pricing

strategy for the product. Develop effective sales and communication materials that will enhance the development of the product in the marketplace. Report the status of the product to the Freight Product Manager and to the Station Manager on a monthly basis. Visit the local station clients with the commercial team on a regular basis and include the Freight Product Manager whenever required. This is especially important when the client has a special project and requires the expertise of the product manager. Provide the Country Manager and the Freight Product Manager with effective market data. This may include information about the competition, upcoming projects, product statistics and product profitability reports, etc. Strive to continuously learn about the product and transfer this knowledge to the Freight Product Manager and the freight specialist teams. Negotiate the best rates with the airlines, trucking agencies and other suppliers.

### **Related Procedures**

Adhere to all related local, regional and global policies, procedures documented and published under Cargowise system.

### **Company Overview:**

Since our founding in we have grown to become a world leader in comprehensive transport and delivery solutions for business and consumers. Headquartered in Dubai, at the heart of the world's most dynamic commercial hub and on the site of historic trade routes linking east and west, commerce and transport are deeply embedded in Aramex's DNA. We are dedicated to transforming the face of trade, expanding our operations rapidly to better connect businesses and consumers worldwide

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