

Business Development Manager - XcwJRDFY

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Company: Talent Pal

Location: Bahrain

Category: other-general

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Are you a talented BusinessDevelopment / Sales Manager and looking for a new challenge and an opportunity to further advance your skills and career in a great working environment? If you are a highly motivated individual with a genuine interest in sales and an innovative mindset that enables you to come up with unique ideas to go to the market lead and increase the company's sales we have the perfect job for you!

We are seeking a strong Business Development / Sales Manager to join our team and execute our Go to Market Strategy by selling our services using solid arguments to prospective customers, spreading the word, outreaching new leads and working in close collaboration with our clients to ensure on-time project delivery while maintaining positive business relationships to ensure future sales.

You also need to use your experience in sales and business-related roles to develop innovative ideas which ensure the company's future growth.

Responsibilities

Identify and research potential leads

Conduct detailed Market Research and competitor analysis

Track, identify and add qualified prospects to sales pipeline

Develop and maintain client relationships

Contact new and existing customers to discuss their needs.

Prepare presentations to prospective clients.

Build and execute the sales strategy through different channels

Gather useful information from customers and competitors.

Develop and manage strategic partnerships to grow the business

Drive the end-to-end sales process.

Close deals as per the preset KPIs.

Qualifications

4 year of experience

B.S. in Communication Marketing Business or any related field.

Excellent communication skills

Ability to achieve sales goals

Demonstrated ability in business-to-business (B2B) sales

Familiarity with project management methodologies

Familiarity with the tech industry is highly required

Problem-solving skills to propose mutually beneficial solutions

Proficiency with word processing spreadsheet CRM and presentation software

Strong written and verbal communication skills

Excellent organizational and time management skills

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