

Business Development Representative

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Company: Tanqeeb

Location: Bahrain

Category: other-general

The ideal candidate will cultivate relationships with prospective clients in order to catalyze business development success. This individual will schedule meetings with clients in order to understand their needs. They will also work closely with the marketing team to uncover new leads.

Responsibilities

- Identifying and qualifying prospective clients through research, networking, and cold-calling
- Scheduling appointments and meetings in order to identify and qualify potential prospects
- Identify client needs and suggest appropriate products/services
- Effective planning to conduct sales presentations
- Liaising between the Company and the clients for up-to-date pricing and service
- Proactively seek new business opportunities in the market
- Continuously updating all prospects on Company product modifications, changes, and enhancements.
- Maintaining professionalism, diplomacy, and sensitivity to portray the Company in a positive manner
- Effectively attending conferences and exhibitions, where applicable
- Using marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools

- Preparing reports for sales and marketing and maintaining accurate expense accounts

Qualifications

Bachelor's degree or equivalent experience

Strong communication and time management skills

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