

Business Development (Sales Specialist)

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Company: Tanqeeb

Location: Manama

Category: other-general

Business Development (Sales Specialist)

Full-time

Company Description

CTM®, powered by EDX Labs, offers 24 x 7 x Digital Risk Protection to detect and respond to vulnerabilities and threats in cyberspace. Via a consolidated Digital Risk Protection stack, CTM® provides external attack surface management, cyber threat intelligence, corporate & VIP brand protection, social media monitoring, online anti-fraud, data leakage, threat hunting, and neutralizing in cyberspace, anti-phishing, and takedowns on an unlimited basis. Noteworthy statistics include 2.2 Million Cyber Incidents Managed via threat hunting & neutralizing, 3 Million Digital Assets Audited via digital risk management, 15 Billion accounts indexed in the hacked data archive, + Executives protected via VIP Brand Protection. CTM has been listed as the Top 14 Digital Risk Protection Companies globally by Forrester in .

CTM has recently been recognized as Digital Risk Protection (DRPS) and External Attack Surface Management (EASM) vendors in Gartner's latest report on "Emerging Technology and Trends Impact Radar: Security" in .

Job Description

The BD Specialist is responsible for managing new business opportunities to support the Business Development function. The individual must be highly motivated & driven and should be able to dive right into our start-up work culture, understand our sales process & roadmap for the future and take control of the assigned sales pipeline across our target prospective clients.

The candidate is expected to provide evidence of their past experience including companies worked with, technologies sold and clients acquired.

Primary Objectives

- Reaching out, actively engaging and following up with prospect clients to derive next steps/action items to bring prospects to a closing phase
- Provide visibility and report metrics for the BD team & management across different sales channels. Must meet on updates regularly with management to discuss strategy.
- Providing presentations and platform walk-through and POC's for prospective clients.

Other Responsibilities

- Development and ongoing review of proposals, presentations, BD materials & documentation to create and nurture business opportunities and partnerships
- Assist in the coordination and implementation of marketing strategies that achieve strategic goals
- Support deal structure and pricing; negotiate prices for bids and proposals
- Post sales customer success to ensure that our clients realize and achieve our value proposition
- Map and track engagement on our existing and potential clients across our various technology platforms

Qualifications

2 - 3 years experience in IT & Security Sales (preferred)

Bachelor's degree in business or management

Bahraini National Preferred.

Additional Information

Skills

Ability to deliver presentations

Understanding the B2B sales process and negotiation

Excellent verbal, written & communication skills

Experience with CRM software (preferred)

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Bahrain, Manama, Awali, Al-Mu āfa at al-Janūbīyah, Bahrain

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