

Business Development Specialist

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Company: Tanqeeb

Location: Manama

Category: business-and-financial-operations

The ideal candidate is a motivated, organized, and creative individual who welcomes the challenges of acquiring and developing new business through sales efforts. You will build key customer relationships, identify business opportunities, and close business deals while maintaining an extensive knowledge of current market conditions.

The prime objective would be to deliver measurable quantifiable results. He/She is expected to take the initiative and be creative in determining different methods for success and developing a working plan of action. Skilled in sales and business operations, this person will join a like-minded team to achieve our company's vision.

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

Responsibilities:

Cultivate strong business relationships with key decision-makers

Proactively identify new opportunities and deliver innovative solutions to customers

Develop market strategies by researching lists of high-potential prospects

Being responsible for a specific sales territory which includes reaching out, actively engaging and following up with prospective clients to derive the next steps/action items from bringing prospects to a closing phase

Responsible for identifying and enabling MSSPs, and value-added resellers within the

specific sales territory

Provide visibility and report metrics for the BD team & management across different sales channels

Must meet on updates regularly with management to discuss strategy

Conducting demo calls and walkthroughs - this requires an understanding of our Digital Risk Protection (DRP) stack

Development and ongoing review of proposals, presentations, BD collateral & documentation to create and nurture business opportunities and partnerships

Assistance in the coordination and implementation of marketing strategies that achieve strategic goals

Support deal structure and pricing; negotiate prices for bids and proposals

Engage in post-sales customer success to ensure that clients realize and achieve our value proposition

Qualifications:

Bachelor's degree or equivalent experience in Business, management or IT

2+ years' of IT & Security related sales experience

Excellent written and verbal communication skills

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