

ICT- Business Development Manager

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Company: Tanqeeb

Location: Bahrain

Category: other-general

Minimum 5-7 years of local experience in sales of complex business IT Hardware Infrastructure Solutions, Cyber Security Solutions.

Responsibilities

Primary responsibilities include prospecting, qualifying, selling, supervision of sales & as well as developing relationship with existing & new customers.

Initiate sales and attain the company's sales objectives in ICT Infrastructure, IT Security Solutions & Software solutions.

Frequent travel to customers. Responsible for the customer relation, customer communication, the content of the quotation, T&C, pricing.

Customer Acumen - Actively understand each customer's technology footprint, strategic growth plans, technology strategy and competitive landscape.

Business Planning - Develop and deliver comprehensive business plan to address customer and prospects priorities and pain points.

Qualifications

Minimum Bachelor in Computer Science.

Excellent verbal and written communication skills.

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