

Sales Director

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Company: Rolls Supply

Location: Manama

Category: other-general

Function: Sales and Business Sales / Business Development

Our growing company is in need of an experienced/Fresher and resourceful Business Development Executive to develop and implement growth opportunities in existing and new markets. We are searching for professionals that have a solid track record of creating long-term value for organizations. Foremost, we are looking for a leader who understands how to leverage real data and capitalize on business trends and opportunities. We are looking for managers who are customer-obsessed and ready to solve the changing needs of our clients. Candidates should have strong communication and leadership skills, as well as the ability to manage a diverse team in an evolving industry landscape. Successful applicants should also be willing to travel.

Business Development Executive is someone who manages the development of new sales leads through a variety of channels.

Fresher can Apply

Experience Required : 1 to 4 Years

Requirements

Business Development Executive requirements and qualifications

Minimum of a Bachelor's Degree in Business, Marketing, Finance or similar field

Minimum of X years of experience in sales, business development or similar role

Experience with CRM software

Proficiency in MS Office

Experience in managing and growing sales teams

Excellent multitasking skills

Ability to prioritize tasks

Excellent verbal and written communication skills

Ability to present and explain ideas to a variety of audiences

Strong organizational and time management skills

Ability to work under pressure

Strong customer service skills

Ability to sell value and create credibility

Ability to maintain a high level of professionalism and confidentiality

Enthusiastic to build good relationships with people

Ability to work well in a team environment

Benefits

Business Development Executive duties and responsibilities

Developing and executing sales plans to meet and exceed monthly and quarterly sales goals

Growing business through the development of new leads and new contacts

Identifying new revenue opportunities

Building business relationships with current and potential clients

Attending networking events to attract and retain clients

Developing and executing sales and marketing strategies to grow business

Maintaining and updating sales, marketing and business development documentation

Assisting with marketing and promotional projects

Collaborating with management on sales goals

Support the team with other responsibilities as required

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