

Senior Business Development Manager

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Company: Tanqeeb

Location: Manama

Category: other-general

We are currently recruiting a Senior Business Development Manager. The ideal candidate will be an individual with excellent relationship management skills, good attention to detail and extensive experience in managing international projects. Excellent Arabic & English communication skills is a must.

Job responsibilities:

Responsible for providing strategic and business development leadership for the company

Achieve monthly and annual quantitative targets

Create, communicate and implement the annual business development & marketing strategy

Establishing new income generation schemes, conducting feasibility studies, market survey and new scheme proposals

Establish and maintain relations with local, regional and international corporates to generate income

Manage the marketing & public relations efforts of the organisation and ensure successful lead generation efforts are implemented.

Evaluating the success of the current schemes in reaching its goals and identifying

improvement plans

Maintain the organization's public image, and increase outreach

Identify and address problems and opportunities for the company.

Build alliances and partnerships with public and private stakeholders.

Oversee day-to-day operation of the project

Requirements:

A minimum of a Bachelors degree in any field

5 - 7 years of working experience in similar role

Strong leadership skills

Project Management and analytical skills

Strong written and verbal communication skills

Proficiency in Arabic language skills is a must

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