

Senior Manager - Business Development

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Company: Domo Ventures W.L.L.

Location: Manama

Category: other-general

We are seeking a highly motivated and experienced Bahraini female candidate for the position of Senior Manager of Business Development. The ideal candidate should have a minimum of 4-5 years of proven expertise in the GCC Recruitment/Staffing Industry or relevant service sectors such as Hospitals, Hotels, Job Portals, Telecom, Insurance, Banking, Oil & Gas, and Construction Business Services, with a specific focus on B2B sales.

Key Responsibilities:

- 1 . **Business Development Strategy** Develop and implement strategic plans to drive business growth within the GCC region. Identify and capitalize on opportunities to expand our client base and enhance revenue streams.
- 2 . **Client Relationship Management** Cultivate and nurture strong relationships with existing clients while actively pursuing new business opportunities. Serve as the primary point of contact for client inquiries, ensuring prompt and effective resolution of issues.
- 3 . **Market Analysis** Conduct comprehensive market research and analysis to identify market trends, competitor strategies, and potential areas for business development. Utilize insights to devise targeted sales strategies and initiatives.
- 4 . **Sales Performance:** Achieve or exceed sales targets through proactive prospecting, networking, and relationship-building activities. Develop compelling sales presentations and proposals tailored to the unique needs of prospective clients.

- 5 . **Cross-functional Collaboration:** Collaborate closely with internal teams, including Marketing, Operations, and Finance, to ensure alignment of business development initiatives with overall company objectives. Provide valuable input to product development and marketing strategies based on client feedback and market insights.

Requirements:

- 1 . Bahraini female candidate with a Bachelor's degree in Business Administration, Marketing, or a related field. MBA preferred.
- 2 . Proven track record of success in B2B sales within the GCC Recruitment/Staffing Industry or relevant service sectors.
- 3 . In-depth understanding of the Bahraini and GCC market dynamics, including regulatory frameworks, cultural nuances, and business practices.
- 4 . Exceptional communication and interpersonal skills, with the ability to build rapport and influence key stakeholders effectively.
- 5 . Strong analytical skills and business acumen, with the ability to translate data into actionable insights.
- 6 . Demonstrated leadership abilities and experience in managing sales teams or projects.
- 7 . Fluency in English is required. Proficiency in Arabic is highly desirable.

If you are a dynamic and driven Bahraini female candidate with a passion for business development and a proven track record of success in B2B sales, we invite you to join our team. Please submit your resume and a cover letter highlighting your relevant experience and accomplishments.

Experience Required: Minimum 4-5 years

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