

Business Development Manager

Job Description

Key Responsibilities:

- Researches new business opportunities for external and internal markets.
- Develops a detailed strategic plans and sales strategies.
- Gather & report as required specific major opportunities and market data, analysis of competitive intelligence and application to strategies as appropriate.
- Assist in the development of strategic partnerships; qualification of business opportunities and development of associated business cases.
- Elaborate Business Plans, Design and Implement processes to support business growth, through Customer and Market need definition.
- Implement Business Strategy and Execute Action Plan that is set, and Achieve Results
- Develop presentation material and able to articulate business development strategy at multi-levels.
- Assist in development of Long-term Plans for the company's business.
- Substantially increase the company's market share in collaboration with the management teams.
- Foreseeing sales on yearly, quarterly and monthly basis
- Aggressively seeking out daily sales and new customer and providing long term direction to sales.
- Motivate, lead, coach and develop teams to deliver plan.
- Perform other related duties as requested.

Skills

Qualification and Skills:

- At least 5 years of experience
- Minimum 2 years of experience in the Service and Hospitality sector
- Excellent interpersonal and relationship skills
- Ability to work under pressure
- Creative and team player
- Excellent oral and written communication skills in English
- Computer Literacy
- Preferably currently residing in Qatar

Education:

Bachelors Degree from reputable University