



<https://old.transcorp-intl.com/job/business-development-executive/>

Business Development Executive

Description

We are looking for a results-driven Business Development Executive to expand our Logistics solutions comprising Warehousing, B2B and Last mile services across UAE. The role involves acquiring new clients, building strong relationships, and driving revenue growth. The ideal candidate has experience in E-commerce, Logistics, Last mile delivery and Warehousing solutions with strong sales, negotiation, and market research skills.

Responsibilities

- **Lead Generation & Sales:** Identify potential clients, pitch our services and convert leads into long-term partnerships.
- **Client Relationship Management:** Build and maintain strong relationships with new and existing clients, ensuring high customer satisfaction. Identify opportunities of growth and expansion via upselling/cross-selling services. Conduct periodic meetings and business reviews with clients to understand potential opportunities and challenges.
- **Market Research:** Analyze industry trends, competitor strategies, and customer needs to develop effective business strategies.
- **Proposal & Contract Negotiation:** Prepare proposals, negotiate contracts, and close deals that align with company goals.
- **Cross-functional Collaboration:** Work closely with operations, customer service, sales and finance teams to ensure seamless service delivery.
- **Sales Reporting:** Track and report sales performance, pipeline status, and key business metrics.

Qualifications

- 2-5 years in Business Development or Sales, preferably in logistics, last-mile delivery, e-commerce or cold-chain solutions.
- Bachelor's degree in business, Logistics, Supply Chain, or a related field.
- Strong negotiation, communication, and presentation skills.
- Understanding of last-mile logistics, cold chain solutions, and compliance requirements.
- Proficiency in CRM tools, Microsoft Office, and data analysis for sales tracking.

Ability to work independently, meet sales targets, and drive business growth.

Hiring organization

Transcorp International

Employment Type

Full-time

Industry

Logistics, Sales

Job Location

Dubai, UAE

Date posted

May 26, 2025