



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

## Business Development Manager

### Responsibilities

1. Identify and Pursue New Business Opportunities:
  - Conduct market research to identify potential clients, industries, and regions for expansion.
  - Proactively seek out and build relationships with potential customers and partners.
  - Identify and assess new business opportunities, including new market segments and emerging trends.
  - Develop and execute strategies to penetrate new markets and acquire new customers.
2. Develop and Implement Sales Strategies:
  - Create and implement a comprehensive sales plan to achieve business targets and revenue objectives.
  - Identify key decision-makers within target organizations and establish strong relationships with them.
  - Prepare and deliver persuasive presentations and proposals to potential clients.
3. Establish Strategic Partnerships:
  - Identify and engage potential strategic partners, such as e-commerce platforms, retailers, and logistics providers.
  - Negotiate and establish mutually beneficial partnerships and alliances.
  - Collaborate with partners to develop joint marketing and promotional campaigns.
  - Monitor and manage the performance of strategic partnerships, ensuring objectives are met.
4. Client Relationship Management:
  - Build and maintain strong relationships with existing clients.
  - Act as the primary point of contact for key accounts, addressing their needs and concerns.
  - Proactively identify opportunities for upselling and cross selling our services to existing clients.

### Hiring organization

Transcorp International

### Employment Type

Full-time

### Job Location

Dubai, KSA

### Date posted

May 26, 2025

- Conduct regular business reviews with clients to assess their satisfaction and identify areas for improvement.

5. Market Intelligence and Analysis:

- Stay updated on industry trends, competitors, and market dynamics.
- Monitor and analyze market data and customer feedback to identify new business opportunities and adapt sales strategies accordingly.
- Provide insights and recommendations to the management team regarding market trends, competitive positioning, and potential business risks.

**Qualifications**

Graduate Degree in Business Administration

Excellent communication skills (written and verbal) Solid computer skills, especially MS Excel

Demonstrated problem solving and analytical skills Excellent communication and leadership skills

Organizational and time-management skills

3-5 years' experience in a similar role