Business Developer (Software Solutions)

Job title   Business Developer (Software Solutions)
Location   Dubai, UAE
Duration   Full Time

We are looking for an ambitious and energetic Business Developer (Software Solutions) to help us expand our clientele. The job requires both technical expertise and salesmanship. The business developer (Software Solutions) must identify new business opportunities and have a competitive edge in the market.

Job Description

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Identify industry technology & business trends, customer needs to build short term to long term opportunities / pipeline
- Identify, contact decision-makers, screen potential business opportunities

Qualifications

- Bachelor's degree in a related field of study
- At least 2 years of UAE experience in IT services

- Proficiency in English
- Excellent communications and presentation skills
- Excellent understanding of IT delivery models, pricing models & proficiency with technologies
- Preferable – understanding of Board Meetings / Visitor Management / IT security solutions.
- Good analytical & research skills - Ability to draw meaningful insights and inferences to build business plan
- Lead customer meetings/interactions