

Job Vacancy

We are a B2B Travel and Tourism specialists looking to recruit a smart and dynamic candidate for the position of a **Business Development - Manager** based in Dubai - UAE

Role:

The candidate will be responsible to action all sales related activities and ensure to maximise on business opportunities with the said scope of work. The role involves, generating business within the Meetings, Events and leisure segment of the business within the UAE and will include key responsibilities such as:

- Assist and create a sales strategy as per the market trends and company targets
- Implement and execute the sales strategies and action plans to reach and exceed the set targets
- Customer visits for new business opportunities i.e. direct face to face meetings
- Identify new business opportunities
- Close sales with the right terms and agreement
- Pick on Market trends and happenings
- Represent the company in tradeshows, exhibitions and any sales related activities
- Assist the operations in the business whenever required
- Clear and Concise reports

Competencies:

The ideal candidate will be a vibrant and innovate individual who will work independently under supervision and will do all to push the brand name into the local market, as well as to maintain accurate records on all key account handling, while also possessing the following additional competencies:

- Clear understanding of the Leisure, Travel, Tourism and the MICE business
- Good and clear communication
- Teamwork
- Customer focused
- Result oriented
- Business planning
- Willing to learn attitude

Educational and Experience requirements:

- Bachelor's degree
- Travel and Tourism work experience for a minimum of 3 years
- Excellent computer skills ie. MS Office and presentation skills
- Good Command over the English language
- UAE driving license with own vehicle would be an advantage

If you think you have the skill set, qualifications and required work experience then please send us your CV to info@unitedworld.ae

