

Etihad Marketing

<https://etihadmarketing.co/job/bde/>

Business Development Executive

Description

- Identify and research potential clients
- Develop and maintain client relationships
- Coordinate with sales teams to develop mutually beneficial proposals
- Gather useful information from customer and competitor data
- Track, identify and add qualified prospects to sales pipeline
- Proven experience in comprehensive, advanced negotiation and closing skills
- Conduct ongoing market research
- Drive the end-to-end sales process
- Impeccable verbal and written communication skills
- Problem-solving skills to propose mutually beneficial solutions
- Ability and willingness to travel for meetings with prospective and existing clients
- Delivery and results-focused, able to thrive in an extremely fast-paced, challenging environment
- Solid client engagement experience, including business development, related to direct meetings, and industry associations
- Willingness to develop excellent communication skills and build an understanding of the infrastructure sector, smart cities, utilities, and asset management

Hiring Organization

Etihad Marketing

Employment Type

Full-time

Job Location

319 MB, DHA Phase 6, Lahore

Working Hours

1000 to 18000 hours

Date posted

November 8, 2022