https://vistara.me/job/business-development-manager-air-sea-freight/

Business Development Manager – Air and Sea Freight

Employment Type
Full-time

Job Location
Kizad, Abu Dhabi, UAE

Base Salary
AED 13000 - AED 15000

Description
Vistara HR Solutions is currently recruiting for one of our reputed clients in the Logistics Sector based in Kizad, Abu Dhabi. The Business Development Manager will be responsible for driving business growth by identifying and pursuing new opportunities, building and maintaining client relationships, and developing and implementing strategies to increase revenue of the Organization.

Responsibilities

- Develop and implement sales strategies to achieve revenue targets and increase market share.
- Lead, motivate and manage the sales team of two, to achieve individual and team targets.
- Identify new business opportunities and develop relationships with key accounts.
- Analyze market trends and competitors to identify opportunities for growth.
- Develop and maintain strong relationships with internal stakeholders, including operations, finance, and customer service teams.
- Collaborate with other departments to ensure seamless execution of sales plans.
- Conduct sales meetings and trainings to ensure the team is equipped with the necessary skills and knowledge to achieve sales targets.
- Provide regular sales reports and forecasts to the Director of Sales.

Qualifications

- Bachelor’s degree or above.
- Minimum of 5-8 years of experience in Sea & Air Freight sales.
- Excellent communication, negotiation, and interpersonal skills.
- Proven ability to meet and exceed sales targets.
- Self-motivated and able to work independently.

Renewable Contract Based on Performance