

Business Development Manager

Identify, develop, build, manage & deliver business development sales targets for 23 Degrees North via management of relationships with new & existing clients, generation of new sales leads, & maintaining relationships with new contacts, develop & implement event-related sales & marketing initiatives to drive revenues & profit within the guidelines set & followed by the company.

Duties & Responsibility's

Strategic

1. Identify business opportunities & perform market research to determine new business leads & potential projects.
2. Responsible for planning & coordination of the bi-annual strategy sessions

Operational

1. Generate new client & business relationships to ensure new business & projects are identified.
2. Propose options to management regarding tender price/options margins to ensure that the management is supplied with market related information when deciding on setting competitive prices.
3. Manage strategic alliances & partnerships by securing corporate/business relationships through effective client management & analysing joint ventures/partners to identify & ensure best suited options for the business.
4. Lead the business development team according to set objectives & initiate market analysis, review process ensuring that the senior management team are kept fully up to date
5. Pro-actively hunt for target organisations & establish communications with those businesses that can benefit from 23 Degrees North's services
6. Maintain excellent relations with existing customers & potential customers for the pre-qualification of 23 Degrees North in tendering process & ensure 23 Degrees North be in a position to bid for projects within its sphere of capabilities.
7. Coordinate with relevant business units & other key departments to ensure timely completion & submission of pre-qualification document

People Development

1. Select, train & develop direct reporters & other subordinates to ensure continuous improvement of business development function.
2. Conduct periodic performance appraisal in line with the company's performance management program.
8. Liaison with client at all stages of the bidding process; qualification, pre bid meeting, post tender submission & finalization of contract
9. Update the Senior Management team on the outcome of the meeting with the bidder/ client on a particular project, status relating to bid submission & any other information gathered during the meeting
10. Forecast long & short-range market potential in Oman & international markets (UAE, Qatar & Bahrain) by conducting market & feasibility analysis by monitoring the implementation & execution of BD & PR activities
11. Responsible for the design & execution of press releases, corporate presentation, corporate communication related brochures & company website to ensure 23 Degrees North branding principles are adhered to at all times
12. Responsible for registrations for relevant business activities / segments in new geographies / markets in line with company objective / business plan
13. Represent 23 Degrees North in business exhibitions & internal business development forums
14. Maintain media relations by means of positive advertising & strong public relations to ensure the good will & image of the company.
15. Conduct a detailed market research to understand & gather intelligence about competitor companies in the region

Minimum Education, Qualifications & Skills

Education

- Bachelor's degree in Business Studies / Engineering.
- Master's degree in Business Studies is an added advantage.

Experience

- 4 to 6 years of significant experience in real estate / construction sector of which at least 2 years should have been in the GCC region in business development function.

Special Skills & Knowledge

- Leadership skills
- Strong relationship management skills
- Excellent communication & negotiation skills
- Excellent analytical skills able to build a strategy from various data points
- Excellent oral & written communication skills
- Excellent IT skills especially MS PowerPoint
- Ability to effectively lead a cross-functional team in a team-based sales approach

الحائز على جائزة الريادة 2014 في فئة أفضل مؤسسة صغيرة في القطاع الخدمي

23 DEGREES NORTH
معمار بحوث تصميم ARCHITECTURE RESEARCH DESIGN

WINNER of the 2014 Entrepreneurship Award for Best Small Enterprise in the Service Sector