

Job Title: Business Development Manager Dubai & Northern Emirates

Reports to: Regional Sales Manager

Location: United Arab Emirates

Responsibilities:

- Achieve defined sales target.
- Manage existing accounts.
- Introduce new products to MEP Contractors and Consultants
- Develop long term relationships with MEP contractors, consultants, architects and designers.
- Negotiate and secure favorable terms of business.
- Serve as a business partner to the management team to drive business initiatives, growth and profitability.
- Manage internal/external relations.
- Identify new target customers and increase sales within existing accounts.
- Identify key decision makers in clients, developing and maintaining strong and effective strategic relationships with them.
- Leverage other Sentor Electrical offerings to win large scale projects
- Responsible for adjusting concepts/offerings to particular needs of contractors/consultants/regions/countries.
- Responsible for monthly/quarterly/annual operational and financial reporting metrics to Sentor management
- Ensure adherence to Sentor policies and practices.
- To develop and maintain Sentor reputation in the region.

Individual excellence:

- Pro-Active orientated, pursues work with energy, drive, and a strong accomplishment orientation.
- Integrity and trustworthiness: Behaves according to high ethical business principles and values.
- Self-confidence, feels successful in past undertakings and expects to succeed in future activities.

Teamwork:

- Writes, speaks, and presents information effectively and persuasively across communication settings.
- Develops and maintains good working relationships with others.
- Negotiates or mediates sound agreements in business or organizational situations where there is disagreement or differences in interests.
- Understands how to get things done and achieve objectives working with others in an organizational context.

Preferred education:

- BSc in Electrical Engineering

Work experience:

Minimum 5 years UAE/GCC experience working for an **Electrical Distributor** with a good technical knowledge of all MEP Electrical Installation products in depth.

Specific skills and certifications

- Proven track record of developing new business
- Strong interpersonal skills and the ability to build long term relationships.
- Well-developed networking skills.
- Fluency in English and preference will be given to proficiency in Arabic, Hindi & Urdu
- Energetic and strong execution skills.
- Ability to maintain focus in a changing and diverse environment.
- Ability to handle multiple assignments and work well in a stressful environment.
- Strong organizational, analytical, and problem solving abilities.
- Ability to calculate BOQ and produce financial quotes
- Strong project management and customer management skills.
- Strong computer skills.

Personal attributes:

- Maturity, excellent interpersonal skills, the passion to succeed in a highly competitive market
- An entrepreneurial spirit, ambitious, passionate, innovative and motivated by challenge and rapid growth.
- Existing Network and knowledge of UAE and GCC MEP contractors & consultants.

Compensation package:

- Annual package commensurate with experience.
- Profit Share scheme dependent on achievement of KPI's.
- Medical insurance and annual flight to home country.