

Job Description – Business Development Manager

JOB TITLE: Business Development Manager

REPORTS TO: CEO

DEPARTMENT: Research

JOB SUMMARY

Marmore is a leading cutting-edge research company focussed on Middle East geography, especially the Gulf region. Marmore has been providing state-of-art research and consultancy services to several stakeholders throughout Middle East. Marmore is a fully-owned research subsidiary of Kuwait Financial Centre “Markaz”, an investment bank and asset management firm with a track record of 45 years of business and more than \$3 billion in AUM.

Marmore publishes reports and conducts research on demand. Our narrative revolves around supporting constructive transitions for many of our clients and partners. As a focused research company with a robust track record, we continuously look beyond the horizon to lead the next wave of growth and transformation for our clients, stakeholders and for ourselves.

Marmore is currently looking for a Business Development Manager with strong interpersonal and communication skills, a focus on organization, and enhanced multitasking abilities. B2B sales, marketing and strategic analysis, along with exceptional negotiation skills and the ability to close deals. To excel in this role, you should be an active listener, have a compelling marketing and sales personality, and a hunger to chase and close new business from cold calls and inbound leads. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

DUTIES & ESSENTIAL JOB FUNCTIONS

ROLES & RESPONSIBILITIES

- Setting sales targets and strategies to achieve them.
- Creating sales pitches and executing sales objectives
- Preparing MIS report with sales dashboard
- Managing client accounts
- Following up new business opportunities and setting up meetings
- Attending relevant networking events to identify potential clients
- Cultivating positive interactions and relationships with team leaders and managers, and executives to evaluate sales strategy and results
- Planning and preparing presentations, drafting business proposals, and reviewing contracts
- Communicating new product developments to prospective clients
- Development of marketing literature and collaterals

SKILLS

- Good business sense with a positive attitude
- Self-starter
- Creative problem solver who thrives when presented with a challenge
- Conflict resolution ability
- High-level communication skills
- Stakeholder management skills
- Presentation skills

QUALIFICATIONS

- Professional qualifications such as MBA / Post Graduate degree in Business Administration in Marketing or related discipline.
- Additional certifications in online marketing would be an added advantage

EXPERIENCE REQUIRED

- Preferred - 5-10 years of experience in Marketing / Business Development
- Experience in marketing research / consulting services
- GCC region experience would be an added advantage

BEHAVIOURAL SKILLS

- Decision making
- Professional development
- Team work
- Result orientation and execution excellence.

(The above Job Description is just indicative and not exhaustive. The Job holder may be required to undertake additional duties, which may be reasonably expected and forms part of the function of the job.)