

## Job Title

- Business Development Expert

## Job Goals

- Develop business and organizational plans in coordination with the company's goals

## Main Duties

- Research the market for identifying new business opportunities
- Develop business proposals for new and existing customers
- Devising creative strategies to develop the services and market
- Develop in-depth knowledge about business development practices, marketing activities, prospective clients and industry trends
- Participate in industry forums, client discussions, and conferences as a representative of the organization
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets
- Researching the needs of other companies and potential competitors
- Planning and overseeing new business development initiatives
- Preparing PowerPoint presentations and displays

## Requirements

- Higher education degree especially in management, economics, engineering or related fields
- A minimum of two years experience in the relevant industries
- Strong command of English
- Good with numbers
- Strong communication and IT fluency
- Creative talents and the ability to solve tough problems
- In-depth knowledge of the industry and its current events
- The ability to handle pressure and meet deadlines
- Skill in prioritizing and triaging obligations
- Excellent time management and organization