

Company Description

Information

Deadline: 2020-12-31
Category: Business
Province: Saudi Arabia

Country: Saudi Arabia
City: Jeddah

Company



Main functions, requisites & benefits

Main functions

Reporting to the Head of Sales located in France, you are responsible for growing the business within your assigned markets. Your priority is to help the company acquire new customers and sell additional products or services to existing customers under reasonable legal and financial conditions. To manage and grow the business within the assigned markets. To conduct primary markets research to determine how best to position (or not) the solutions in a specific market and differentiate versus competition. To create and periodically refine business development and market growth strategies and execution plans to achieve the company's growth goals in the targeted market (at least once a year). To implement sales methodologies, forecast revenues, plan and monitor presales budgets. To identify and develop strategic relationships with partners or potential customers and maintain key customer relationship for existing customers. To build credible and lasting relationships with prospects and customers for repeat business. To develop and manage a healthy pipeline of prospects and forecast business deals to be closed. To prospect, qualify, propose, negotiate, and close business deals. Frame and elaborate contracts and ensure commercial success of projects. To develop business cases and ensure that technical solutions fit customer's needs while ensuring technical and commercial feasibility, building widely on the company's standard solution portfolio. To identify tenders and lead the participation in tender procedures. To hand over projects in a structured manner to project delivery units for implementation. To maintain contact and opportunity information completely, accurately and in a timely manner. To attend and represent at various business and industry meetings and trade shows. To Network within the industry to gain market knowledge and gain insight to new market trends and opportunities. To initiate the various sales processes in due time (go/no go for an opportunity, bid/no bid and bid approval for a tender, project approval for a non-solicited offer) To work with Finance, Legal and bid management on the assessment of projects To work with Marketing Communications to develop internal and external communication.

Requisites

Minimum of 15 years business development experience in particular in the field of Transportation or IT systems. Knowledge/relationship of some main actors in the transportation or IT field in Saudi. Knowledge of cultural standards and inter-cultural communication skills. Financial acumen and business case creation. Legal basic knowledge (NDA, MOU, public procurement...). Ability to coordinate multiple and diverse options for selling organization's products and services. Negotiation skills. Customer service attitude. Ability to listen, empathy. Communication skills. Excellent oral and written English and Arabic.

Benefits

An interesting full-time position with high responsibility within one of our growing markets. A hands-on onboarding with an experienced team to get familiar with the business and domain-related processes. An international working environment and exciting challenges with room for new ideas.