

**BFCBHRJ-075 – Head of Business Development | BFC Payments | Bahrain****About the role:**

The job holder is responsible formulating and implementing strategies to build and develop business opportunities for the Company. Major responsibilities will include gaining market intelligence, exploring business opportunities, signing new contracts, relationship management and team management.

**Your Responsibilities:**

- Work closely with the General Manager and other Group stakeholders to maximize business development opportunities for BFC Payments within Bahrain.
- Responsible for building profitable business models and acquiring customers for Prepaid Cards, Digital Payroll Services, Multicurrency Travel Cards, Digital/Mobile Wallets and any new products which would be introduced in the Payments Business category.
- Proactively develop new business sales leads and maintain existing relationships with customers.
- Achieve profitability objectives as per given targets and financial budgets.
- Coordinate and contribute to the development of quarterly and annual strategic plans.
- Continually monitor and analyze competitor products, services, offers and activities, while maintaining a detailed understanding of market trends.
- Adhere to all Company policies, procedures and business ethics codes and ensure they are communicated and implemented.

**About You**

- University Degree is a minimum, Master's degree in Business Management is preferred.
- Minimum of 8-10 years managerial experience working within a Foreign Exchange Company/ Financial Service Industry and must have in-dept knowledge of the Payment Solutions Industry. Minimum 3 years related work experience.
- Excellent research, problem-solving and negotiation skills.