

BFCBHRJ-080 – Business Development Officer | BFC Payments | Bahrain

About the role:

The Business Development Officer (BDO) is responsible for sales performance and business development of the Products & Services under the Payments Business. Main responsibilities would be to prepare action plans for effective search of sales leads and prospects, maintain excellent relationship with existing customers to retain them, understand customer needs, expectations and service levels.

Your Responsibilities:

- Responsible for developing new business for the Payment Solutions Business (Prepaid Cards, Mobile Wallets, Travel Cards) amongst a customer segment.
- Responsible for attaining established individual, department and organisation goals through active participation in sales management and event call programs.
- Proactively develop new business leads and business prospects.
- Initiate and coordinate development of action plans to penetrate new marketing opportunities within and around the potential market.
- Achieve profitability objectives as per given targets and monthly budgets.
- Work closely with the branches, Zonal Managers and Operations team of BFC Bahrain.
- Continually monitor and analyze competitor products, services, offers and activities, as well as detailed understanding of market trends.
- Adhere to all Company policies, procedures and business ethics codes and ensures they are communicated and implemented.

About You

- University degree graduate, preferable in Marketing & Business Administration
- Minimum 5 years' experience with at least 3 years in Sales, Marketing & Customer Service role.
- Excellent verbal and written English communication
- Strong customer service and relationship management skills
- Proficient in MS Office (Word, Excel, Power Point & Outlook)
- Must have a valid Bahrain driving license