BFCBHRJ-114 – Business Development Officer I (Indian Corridor) | Retail Sales | Bahrain

About the role:

The Business Development Officer I is responsible for performance and development of the transactional growth for the Indian corridor. Candidate would also prepare action plans for effective search of sales leads and prospects. Maintain excellent relationship with existing customers to retain them and understand the customer needs, expectations, and service levels.

Your Responsibilities:

- The Business Development Officer I is responsible for retaining and developing new business for a specific target corridor market.
- Assisting the Head of the Department in performing various functions of the department as directed, providing a superior level of customer relations and service.
- Responsible for attaining established individual, department, and organization goals through active participation in sales management and event call programs.
- Proactively develop new business leads and business prospects.
- Initiates and coordinates development of action plan to penetrate new marketing opportunities within and around the branch network.
- Achieve profitability objectives as per given targets and monthly budgets.
- Work closely with the branches and Zonal Managers.
- Continual monitoring 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 graduate
- Minimum 7 years related work experience with at least 5 years in Sales / Marketing / Customer Service sector.
- Must have excellent verbal and written communication skills in English and specific corridor. Knowledge of other languages / regional dialect will be an advantage.
- Strong customer service and relationship management skills.
- Ability to work with MS office (Word, Excel, Power point & Outlook)
- Well presented with good work ethics.
- Bahrain Driving license compulsory