Kuwait Jobs Expertini®

Business Development Manager / FMCG

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Company: Confidential

Location: Kuwait

Category: other-general

- Male
- University graduate in Business, Marketing or any related
- At least 8 years of experience

The primary objective is to identify new business opportunities. What form this takes will depend on the exact nature of the company. But you'll more than likely be looking to identify new markets, new partnerships, new ways to reach existing markets, or new product or service offerings to better meet the needs of existing markets. And then you'll be expected use these opportunities to bring in more revenue.

How that happens exactly depends on the industry. It can be a combination of attending events and networking, taking stands at exhibitions and conferences, cold calling, and responding to incoming leads. You will also more than likely be expected to identify partner opportunities to cross and up sell services.

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