

Business Development Manager-Sales

Job Title	Business Development Manager		
Division	Sales		
Department	Sales		
Section	Sales		
Location		Direct Reports	Sales Manager
Reports To	Sales Manager	Version Number	1
External Relations	omers, Government Organization, Banks, Health	Guide Number	
Internal Relations	Operations, Finance, HRA	Job Code	

Basic Function

Under the administrative direction of the Country Sales Manager, works to develop business and support the growth in certain sectors and fully understand, drive and promote SMSA Vision, Culture and Values.

KEY Responsibilities

CORE

- Understanding all SMSA's products and services becoming the subject-matter expert, transmitting that information to the Sales Team and becoming a champion for practical integration of "real and current" world solutions.
- Responsible for the budget for the product assigned and ensuring achieving the budget.
- Gather information; analyzes and develops strategies to address dynamics that may affect the area of responsibility using solution selling techniques.
- Manage technology requirements such as solutions and systems.
- Responsible for the delivery to the sales organization in its country in order to support the management compensation tracking, customer reports, and requirements.
- Develop and conduct sales strategies and implements those strategies within the field sales organization by providing training and educational tools.
- Maintains reports and KPIs applicable to the country
- Visits and meetings with prospects and key account customers in the sectors that are assigned.
- Organizing and maintaining relations with Health Care chain, Government entities, Banks and Financial Organizations chain customers and keep updated market information also by attending seminars and events.
- Develop and generate opportunities with existing and new customers.
- Coordinate with SMSA IBU-UAE operations team to set up service commitment of SDC pick up and deliveries.
- Support the Country with the strategic project and launching new services (Health Care chain, Government entities, Banks, and Financial Organizations chain).
- Register for all sectors mentioned for bidding and tenders
- Submit reports and presentations for direct manager analyzed with the progress of onboarding new clients

- Prospect, Sign, follow up, and manage all mentioned sectors
- Attend national and international meetings when applicable and be willing to do fieldwork and travel up to 60% of the time
- Perform additional related duties as assigned by the General Manager and Sales Manager in UAE.

EHS

- Understand and adhere to the company's environmental and safety policies.
- Regularly attend safety training and awareness sessions.
- Always use personal protective equipment (PPE) where required.
- Immediately report any environmental or safety concerns.
- Actively participate in emergency drills and respond as trained.
- Be aware and comply with all legal requirements related to environmental health and safety.
- Encourage colleagues to adopt safe and environmentally friendly practices

Competencies - Professional and Technical	
Behavioral Competencie	
Communication	Level 4
Creative Thinking	Level 4
Influence	Level 4
Initiative	Level 4
Networking/Relationship building	Level 4
Teamwork	Level 4
Technical Competencie	
Database Management Knowledge	Advanced
Language Proficiency knowledge (English)	Advanced
Learning & Development Knowledge	Intermediate
Liaising and Negotiating knowledge	Advanced
Local Regulations Compliance Knowledge	Advanced
MS Office (Excel, Word, PowerPoint, Visio, Outlook) Knowledge	Intermediate
SMSA System (CORE, ERP, SDM, SAM, INFINITY, SPOT, POS, Sibel, Courier application, e	Intermediate

Competencies – EHS
<p>Knowledge of basic environment health and safety requirements</p> <p>EHS corporate objectives awareness</p> <p>Awareness of EHS requirements in the QEHS management systems</p> <p>Have attended EHS awareness training (if applicable)</p> <p>Awareness of Environment Health Safety incident reporting</p>

Organizational Competencies
<p>Beginner</p> <p><i>*Refer the Organizational Competencies Dictionary in GUIDE (Doc# 6244)</i></p>

Decision Making

Key Performance Indicators (KPIs)
Abide by the goal setting forms (Individual KPI'S) of the current financial year

Qualification : Education and Experience
<p>Bachelor's Degree (Preferred specialization in their field of work).(Those in finance/ accounting jobs must be a CPA or equivalent.),. At least five (5) years of relevant work experience, 2 years of which should be in managerial capacity, preferably in the same industry.</p> <p style="text-align: center;">or</p> <p>Diploma, certificate courses with over 8 years industry experience of which at least 2 years has been in management position</p> <p style="text-align: center;">or</p> <p>Diploma, certificate courses with over 10 years industry experience of which at least 4 years has been in Supervisory position</p>

*Note: Industry Experience wherever its applicable

Date Of Release

Prepared By:	Reviewed by:	Approved by:	Endorsed by:

Updated by:	Date:	Approved by:	Date:

Employee Name:

I hereby confirm my utmost commitment in fulfilling all the requirements including above and any amendment to this document.

Management reserves the right to amend the Job description at any time without prior notice.

Signature:	Date: