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| **BUSINESS DEVELOPMENT MANAGER** |  |
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| * A bachelor’s degree in related fields * Fluent in written and spoken English * Min 3-4 years of relevant sales and commercial experience at managerial level, with event operations or venue management experience * Diverse, flexible, organized and result-oriented, a good team player with strong drive to achieve sales target for the team * Excellent communication, negotiation, problem solving, presentation and interpersonel skills * Energetic, positive, and customer focused * Ability to embrace the culture and core values of the company * Ability to develop relationships at senior levels and manage high value account | |
| **Key Responsibilities** | |
| * Achieve business objectives and sales targets according to the business priorities and strategies of the Company * Representing MEDYACITY during different industry fairs, official delegations and business meetings. * Conducting business negotiations with existing and potential business partners by setting up B2B meetings during Expo * Establish and maintain good relationship with clients and develop a sustainable network of customer base in order to achieve business objectives * Display sensible judgment to best accommodate clients’ needs while achieving business objectives * Communicate and work closely with colleagues across the organization to ensure good planning and smooth management of each event * Responsible for other assignments when necessary * Work in flexible schedules including weekends, evenings, and holidays when necessary | |