

Position: Regional Business Development Manager – Middle East

Join a young and dynamic team, which opens the doors of the world to you. With clients in more than 7 countries, by joining us, you can become part of the continual growth. In addition to the interesting nature of the assignments, a very enriching experience is what we offer.

About Us: Faber Infinite is one of the finest and growing global management consulting and training organizations with expertise in helping client organizations implement Transformation (Change) Management and Business Excellence practices in order to become more effective, efficient and flexible. Faber Infinite is closely working with clientele across Asia Pacific, Africa & Middle East.

Location: Nairobi, Kenya

Desired Skills:

- 2 – 5 years of prior experience in selling professional services/ B2B products in Middle East
- Excellent communication skills; should have strong written/ oral command over English, and should effectively communicate with top brass of the organization
- Knowledge of regional language would be an added advantage
- Strong presentation and negotiating skills
- Good market knowledge and should have good exposure to sales planning / forecast
- Ability to provide strong leadership and support to the project and team members
- Ability to be a high impact player on multiple simultaneous engagements
- Ability to think strategically, balancing long and short-term Priorities
- Be able to work in a fast-paced multi-cultural environment
- Willingness to travel extensively

Job Description:

- Responsible for achievement of sales target and drive business performance of Middle East region
- Plan approaches and pitches
- Build relationships with new prospects/ clients, understand their needs and provide solutions
- Identify key opportunities within market, provide analysis and business case to address the opportunities.
- Forecast sales targets and ensure they are met
- Track and record activity on accounts and help to close deals to meet these targets



- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Organize and execute business promotion/client engagement events in the relevant markets
- Regular participation in networking events and trade shows in the region
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Educational Qualification: Any Graduate/ Post Graduate. Candidate may have a degree in Engineering, International Business, Marketing or Business Administration etc.

