

## Business Development Manager

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Company: Limofied Technologies Limited

Location: Lahore

Category: other-general

#Limofied is an Australian owned and operated rapidly growing #rideshare and private hire car#booking app. Limofied allows #passengers using smartphones to submit a #trip request, which then transmitted to the closest Limofied drivers who uses their legally and professionally registered car to provide the #transportation services.Limofied is now launching its services in Pakistan and seeking staff to fill vacancies in its Lahore Office.

Limofied is looking to build its presence in Karachi, Lahore, Islamabad and Faisalabad. You must be a university graduate and ready to rock the world. Communications, problem solving and sales skills are must. Limofied Technologies Limited is an Australian Company and now starting operations in Pakistan competing Uber and Careem.

We are looking to build a team of high achieving sales and marketing professionals to take over the market share in transport sector in Lahore, Faisalabad, Islamabad and Karachi. We need people with strong communication and sales skills. You'll be expected to help owner drivers who wants to come on-board as a new driver-partners, provide exceptional admin and training support.

Job Description (Business Development Manager x 2) Pkr 30k to 50k

As a Business Development Manager, you will be responsible for driving revenue growth through new drivers on-boarding and client acquisition, client retention and upselling. You will cover the Lahore region and will focus on building long-term partnerships with Driver-Partners or Owner-Partners.

Requirements:

Foreign qualified candidates will be preferred.

Minimum 5 years proven experience in the business development and be able to demonstrate strong existing relationships with old clients.

Understanding of Transport App services like Uber, Careem and Limofied.

Extensive sales experience in comparable industries (working in sales or account management for an online publisher, ad network or Ad Tech company).

Understanding of key metrics – CPM, CPC and CPA.

Must possess an excellent English communication skills.

#### WHAT YOU'LL DO

Deliver in-person support to our partners drivers from our DHA Office in Lahore. Some traveling is required.

Contact car owners to explain the benefits of working with Limofied and bring them onboard.

Train Drivers / Partners with the appropriate training to use the app.

Explain Limofied policies and procedures to drivers and partners.

Work with the management team to make processes better for every one

Be able to communicate in English / Urdu

This is a intern position for three month with view to permanent for the right candidate

#### Job Specification WHY YOU'LL SUCCEED

You have sales and customer service experience

You are an effective communicator with the ability to manage partner accounts as account manager.

You are self motivator and quick learner for new systems

You can quickly and efficiently troubleshoot problems

If you don't know the answer, you know where to look and who to ask

You are a high achiever.

You are a great team player

#### Skills

In-person Interaction, Strong Communication, Problem Solving

Information Technology and Services - Lahore, Pakistan

About Us Limofied is an Australian owned and operated rapidly growing rideshare and private hire car booking app. Limofied allows passengers using smartphones to submit a trip request, which then transmitted to the closest Limofied drivers who uses their I mustakbil.com asks for your consent to use your personal data to:perm\_identity Personalised ads and content, ad and content measurement, audience insights and product

development

devicesStore and/or access information on a device

Some vendors may process your personal data on the basis of legitimate interest, which you can object to by managing your options below. Look for a link at the bottom of this page or in our privacy policy where you can withdraw consent.#J-18808-Ljbfrr

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