

Senior Business Development Manager

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Company: MiniBigTech

Location: Karachi

Category: other-general

Senior Business Development Manager MiniBigTech, Pakistan Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments. Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities. Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments. Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals. Job Specification Excellent communication and IT skills The ability to get on with people at all levels and influence them Strong problem-solving and creative skills Knowledge of how businesses operate A focus on excellent customer service An ability to stay calm under pressure and keep to deadlines Strong sales and negotiation techniques Team working and leadership skills A flexible approach to work Good time management and organizational skills Information Technology and Services - Karachi, Pakistan

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