

Senior Business Development Manager

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Company: MiniBigTech

Location: Karachi

Category: other-general

Senior Business Development Manager

MiniBigTech, PakistanIdentifies 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 SpecificationExcellent 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

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