



Job Description: Business Development Manager (BDM) - Overseas

Position	Business Development Manager (BDM) - Overseas
Company	Al Feel Trading LLC, UAE
Location	Overseas Market (Candidates from India)
Products	Hydraulic Hoses & Fixtures
Vacancies	4
Salary	INR 6,00,000 - INR 7,20,000 annually
Travel	Occasional overseas travel required
Date of Posting	June 25, 2024
Application Deadline	July 6, 2024

Position Overview

Al Feel Trading LLC is seeking a dynamic and results-oriented Business Development Manager (BDM) to join our team. The BDM will be responsible for identifying and developing new business opportunities, building and maintaining relationships with clients, and driving sales growth in the international market. The ideal candidate will have a strong background in sales and marketing, particularly within the hydraulics industry, and be willing to travel overseas as needed.

Key Responsibilities

Responsibility	Description
Market Research	Conduct thorough market research to identify potential clients and new business opportunities.
Client Relationship Management	Develop and maintain strong relationships with new and existing clients.
Sales Strategy	Develop and implement effective sales strategies to meet and exceed sales targets.
Product Knowledge	Gain and maintain a thorough understanding of our products to effectively communicate benefits.
Sales Presentations	Prepare and deliver compelling sales presentations and proposals.
Negotiations	Lead negotiations with clients to close deals and secure profitable contracts.
Reporting	Prepare regular reports on sales activities, pipeline status, and market trends.
Collaboration	Work closely with the marketing team to develop promotional materials and campaigns.
Travel	Travel internationally as required to meet clients, attend trade shows, and explore new markets.



Qualifications

Qualification	Requirement
Education	Bachelor's degree in Business Administration, Marketing, or related field.
Experience	Minimum of 3-5 years in business development, sales, or related role, preferably in hydraulics.
Skills	Strong sales and negotiation skills; excellent communication and interpersonal skills.
Proficiency	Proficiency in Microsoft Office Suite.
Travel	Willingness and ability to travel internationally as required.
Other Requirements	Proven track record of meeting and exceeding sales targets; familiarity with international trade.

Benefits

Benefit	Description
Competitive Salary	INR 6,00,000 - INR 7,20,000 annually.
Career Growth	Opportunities for career growth and development.
International Travel Experience	Gain exposure to international markets and travel opportunities.
Dynamic Work Environment	Work in a dynamic and diverse environment.

How to Apply

Interested candidates are invited to submit their resume and cover letter detailing their relevant experience and why they are the ideal candidate for this position. Please send your applications to alisha@alfeeltrading.com.

About Al Feel Trading LLC

Al Feel Trading LLC is a leading provider of hydraulic hoses and fixtures in Sharjah, UAE. We are committed to delivering high-quality products and exceptional service to our clients across the globe. Join our team and contribute to our ongoing success in the international market.