

Position Title	Business Development Manager
Department	Sales Department
Locations	UAE, Oman, KSA, Qatar, Egypt, Bahrain, Kuwait
Job Type	Regular
Job Time	Full-time
Required Education	Bachelor's Degree
Required Travel	50 % of the time
Relocation Available	Yes

Company Description

Karad International FZCO

For additional information, please visit www.karadsystems.com

The Business Development Manager position will be based in Dubai and be primarily responsible for identifying, developing and managing new customer pursuits in the Middle East region for all markets we serve. Most sales will be direct to EPCs and OEMs. The incumbent proactively positions Karad's full portfolio of a broad range of solutions including Electrical, Instrumentation & Control Detailed Design, Engineering and Construction, SCADA, DCS and ESD systems, Advanced Apps, District Cooling and Field Services for customers' immediate and emerging requirements.

Duties and Responsibilities

1. Sales Performance: Meets or exceeds annual sales order and revenue plans, which contribute to divisional profit and growth objectives. Consistently identify new business opportunities at existing and potential customers to ensure sustained profitable growth.
2. Selling Process: Complies with company policies including commitment to ethical conduct. Develops and executes sales plans for key accounts that are linked to the organization's market objectives and strategies. Utilizes all available resources such as the consultants, agents, partners, leadership and elements of the Value Proposition, to differentiate the organization and grow the business. The sales person identifies and develops relationships with the key decision-makers, uncovers new business opportunities, recommends differentiated solutions, negotiates, and wins the business.
3. Ensures customer delight in delivering Karad solutions.
4. Technical and Business Competence: Develops and maintains an in-depth understanding of the organization's core competencies and operational capabilities to provide solutions for customers resulting in profitable growth. Develops and maintains an expert understanding of current and prospective customers to maximize market share. Understands the Vision, Mission and Value Proposition to differentiate the organization in the marketplace. Possesses a basic comprehension of P&L and accounting methods to support divisional profitability goals.
5. Teaming: Facilitates dialogue and builds relationships with internal and external customers and partners. Assumes a leadership role when appropriate and function without boundaries throughout the organization. Actively participates and contributes to Business Teams and Task Teams.
6. Communications: Gathers, interprets and communicates with the customers, competitive and market information to the organization. Identify and pre-qualify business opportunities and make recommendations to the organization. Utilizes account management software tools (sales force) to keep complete and current information on customers resulting in effective territory management. Leverage communication tools (such as voice mail, e-mail, web applications, etc) to improve productivity.

Qualifications:

1. BS Degree or technical equivalent in sales/marketing or engineering.
2. 3-5+ years related sales experience with a proven track record of accomplishments in the Oil & Gas, Power and other process industries.
3. Direct sales or process experience with DCS, SCADA, Industrial Controls, and Advance Solutions.

Other Qualifications:

1. Demonstrated successful complex sales performance, preferably in solution selling of systems, software and/or services.
2. Proven ability to meet or exceed quota in a complex sales environment.
3. Successful sales experience in the industrial controls marketplace.
4. Polished professional with excellent organizational, communication, negotiations, and interpersonal skills.

As an Equal Opportunity Employer, we are committed to a diverse workforce.

