

Measure



Monitor



Manage



Model



As TDS continues its expansion in the Middle East region, new positions are now opened

## 1. Business Development Specialist

### Responsibilities:

- Research organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Research the needs of other companies and learning who makes decisions about purchasing.
- Contact potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives.
- Attend conferences, meetings, and industry events.
- Prepare PowerPoint presentations and sales displays.
- Report and provide the top management with market segmentation and needs continuously.
- Review tenders' documents and help the team to prepare Technical & Financial proposals.
- Contact clients to inform them about new developments in the company's products.
- Negotiate and renegotiate by phone, email, and in person.
- Develop sales goals for the team and ensure they are met.
- Train personnel and help team members develop their skills.
- Business development professionals are also obligated to write reports and provide feedback to upper management about recommended and avoidable actions.

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### Qualifications:

- 5+years of experience in sales or business management
- Business or Geoscience degree is preferable
- Able to provide quality leadership to a large team of sales people
- Strong communication and management software
- Creative talents and the ability to solve tough problems
- In-depth knowledge of the industry and its current events
- The ability to handle pressure and meet deadlines
- Attention to detail
- Excellent time management and organization

### How to Apply?

- Interested candidates should submit their CVs directly to "hr@tds.com.sa "
- write the job code BD.3.21in the mail subject
- All applicants are required to attach a passport photo size 2\*2

**Deadline for CV submission will be on 28-2-2021**