



Business Development Manager - AUH

Job Brief:

A freight forwarder with their own network globally, who are well established here in UAE are looking for individuals who are looking to grow their career and take it to the next step.

Job Profile:

Responsible for new business development and maintaining and developing the current book of business. Achieve the assigned target at 3 – 4 times of salary.

Identify and prospect new clients.

Manage client relationship at various levels.

Regularly visits the existing accounts and grow the potential on product and service levels.

Provide excellent Customer Service to ensure customer issues are resolved.

Daily maintenance of customer resource management system.

Experience and Skills:

Must have relevant experience of several years in the Abu Dhabi Market within Freight Forwarding.

Should have exposure to multimodal freight sales.

Must have a proven track record of delivering results.

The preferred candidate must have a focus on import air freight from Europe and the Far East.

Must have excellent communication in English.

We thank you for your interest in this role. Should your profile meet our client's requirements, you will be contacted by our team within 96 hours of application submission.