

Business Development Manager

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

We are a fast-paced, renowned Cloud Technology Solutions provider and are seeking an enthusiastic Business Development Manager to join our team. In this role, you will identify new business opportunities within our strategic accounts, in order to generate revenue, improve profitability and help the business grow.

Duties:

- Investigate and action new opportunities across solution pillars and within strategic accounts, proactively increasing an account's share of wallet through upsell/cross selling opportunities.
- Research, investigate, explore, and pursue strategic partnerships and business opportunities with existing and new solution vendors.
- Ensure vendor certifications and solution partner specialization criteria for BlueRidge are up to date and enhanced.
- Define and execute account sales plans, and then meet and exceed sales goals (quotas) and KPIs through prospecting, qualifying, managing, and closing sales opportunities.
- Manage the full sales process – discover new business opportunities, deliver sales demonstrations, create proposals, negotiate, and close deals.
- Partner effectively with pre-sales teams on the RFP process and customer requirement assessments.
- Manage customer relations on an ongoing basis and ensure all clients are maximizing adoption and usage of solutions and services in a timely manner.
- Consistently and continuously monitor renewals contracts ensuring customers maximize on the tools and benefits available to them as part of their contract. Delight customers with our value selling approach and end-to-end support, maintaining a renewal rate >80%.
- Identify, call, email, network, and pitch f2f solution offerings to new prospects and existing stakeholders based on the right value / use case.
- Develop and manage sales pipeline – prospect and assess new sales potential while moving transactions simultaneously through the sales pipeline.
- Coordinate with marketing and sales development on top-funnel activities i.e. outreach campaigns, sales plays, etc.
- Diligently manage CRM requirements such as the documentation of stakeholder landscape and activities, and provide regular reporting of lead conversion, pipeline development and forecasts.

Requirements:

- Minimum of 5 years' business development experience preferably in technology industry and Software sales.
- A proven sales track record of successful closing business in a high-performance B2B SaaS sales environment.
- Entrepreneurial spirit, goal orientated with a focus on exceeding KPIs.
- Strong negotiation skills
- Excellent oral and written communication, organizational and presentation skills.
- Fluent in English and Arabic.
- Excellent attention to detail, strong communication skills, both written and verbal.
- Natural ability for relationship management, and consultative and solution-based selling.
- Aptitude to learn new technology products over time.

Benefits:

- Competitive tax-free salary.
- Health insurance.
- Annual air ticket allowance.
- Competitive rewards & recognition on achievement of SMART goals
- Collaborating and learning from a fast paced, high performing team.
- Growth & development opportunities.

Company Description

BlueRidge IT is a technology solutions provider specifically focusing on Microsoft Cloud Solutions. These include Microsoft 365, PowerApps, Power Platform, PowerBI, Microsoft Azure, Enterprise Mobility Suite, SharePoint, MS Dynamics 365 and Microsoft EPM. We hold Gold Competency indicating Microsoft's recognition of our expertise with their technologies and our proven record in surpassing customers' expectations.

Our staff have a passion for technology and specialize in providing consultancy and cloud solutions to organizations of all sizes, including but not limited to Healthcare, Oil and Gas, Government, Education and Professional Services.

What We Strive For

Mission & Vision

To provide our clients with innovative, secure, always up to date, and cost-effective information technology transformation solutions that bridges the gap between Technology and Business.

Our Values

We are passionate about what we do...by providing our clients with the tools to maintain and embrace transformation, and we always steer away from procrastination tactics or ones that build consultant dependency.

Our Niche

Deliver compelling business benefits to any organization seeking to improve their IT department's prowess, enhance their skills and agility, reduce risk, and improve service levels and lower costs.

What We Do

Cloud Migration

As a Microsoft Gold Partner and trusted Cloud Advisor, we help organizations embrace cloud-based Solutions such as Office 365, Windows Azure, Windows Intune, EMS, CRM, and Dynamics 365. We handle everything on Microsoft Cloud. This includes Licensing, Hosting, Deployment, Migration, Operations and Support.

Application Deployment

We create and deploy mission-critical business applications that scale with our customer's business and growth objectives. We provide hosted or on-premise application deployment services such as PowerApps, Power BI, PowerAutomate, Enterprise Project and Portfolio Management Solutions, Microsoft Dynamics ERP & CRM, SharePoint Services, and powerful Azure websites and web apps.

Managed Services

As a Trusted Cloud Advisor, we offer complete IT service management solutions supporting all our customers IT Infrastructure needs. Systems are monitored and supported both remotely and locally 24/7 by our managed IT services team while ensuring efficient operation with flexible offerings like Microsoft Azure, Office 365, Dynamics 365 and more.