

Sales Manager / Business Development Manager

Locations: Saudi Arabia, UAE, and Qatar

Job Description:

GulfInk International is an established professional services company with headquarters in Canada and presence in the entire Middle East and Gulf Region. We offer career preparation services which include: CV, cover letter, executive document writing and LinkedIn profile development. The Sales Management and Business Development roles are part of our strategic plan to widen our presence in the Gulf Region and penetrate the market. While the roles will be hired on commission basis, we expect the roles to turn into full-time capacities in one of our regional offices, offering competitive salary and benefit packages.

Tasks:

- Conduct accurate market research investigating business growth opportunities within the Gulf region. The target market is executives and professionals seeking to improve their chances in future employment. The goal is to understand the market needs.
- Utilize social media and other marketing channels to acquire new customers. This includes: Twitter, LinkedIn, E-mail campaigning, blogging, and direct meetings.
- Develop sustainable business relationships with executive and professional customers.
- Highlight the added-value services to existing and new customers; such services include cover letter writing and LinkedIn profile development.
- Provide timely feedback to GulfInk senior management on weekly basis.

Skills:

- Excellent communication skills
- Fluency in written and spoken Arabic and English
- Good experience and knowledge of the market in the Gulf region
- Multinational experience in diverse areas of business
- Highly motivated, self-driven, target-oriented individual

Education:

Degree level or equivalent

Contact:

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