

## **BUSINESS DEVELOPMENT MANAGER**

### **THE ROLE**

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Omrania & Associates is an established and reputed Architectural and Engineering services provider serving the Saudi Arabian and GCC markets for the past 50 years. We are seeking a Business Development Manager (BDM) to lead and direct pursuits of high profile, multimillion-dollar projects. The BDM is responsible for continuing Omrania's reputation as one of region's leading Architectural and engineering firms.

The BDM will report to the Director of Corporate Strategy and Business Development and shall be directly responsible for the development of business opportunities by establishing relationships with key decision makers and building the necessary market intelligence required to improve Omrania's position and proposal's success. The BDM will also be responsible for business growth to meet the approved business plan.

The BDM shall network with clients, competitors, contractors as well as public and private industry leaders both local and international in order to develop a thorough understanding of the market behavior and pipeline of projects of interest to Omrania and shall periodically brief Senior Omrania Executives on market stats and forecasts.

### **Responsibilities:**

- Assist the Director of Strategy and Business Development in identifying areas for improvements.
- Responsible for driving in market growth, developing pipeline for new business opportunities and achieve bottom line growth
- Support and implement strategic business plan for achieving revenue growth in line with corporate objectives
- Provide expert business development guidance, based on the current global, regional and future market industry trends.
- Review local and international stakeholders to identify possible synergies and collaboration, to generate new business.
- Identify and meet potential clients and key decision makers by growing, maintaining, and leveraging your network
- Prepare & deliver professional presentations, proposal, marketing materials and monitor bids lead and responses
- Develop superior market intelligence and provide feedback on status of upcoming projects and submitted proposals

- Provide the Proposals Department with feedback to improve quality and success of submitted proposals
- Lead contract negotiation and Successfully close deals with clients
- Provide direction in business development and coordinate with various functional departments in developing new logistics business proposals
- Develop an internal analysis tool to assist management in evaluating win/lose opportunities to capitalize on win and minimize losses.
- Understand customer needs and identify matching Omrania services.
- Keep abreast of business development and market trends.
- Attend conferences, meetings and industry events to promote Omrania and generate new opportunities.
- I identify internal and external process requirement to help Omrania open new markets.
- Work closely with company's leadership and provide assistance for identified opportunities.

## **QUALIFICATIONS:**

- A recognized Bachelor's degree in Architecture, Engineering, Business or related field, MBA/Master's degree preferable.
- Professional Membership of a recognized sales/marketing organization preferred
- 10 to 15 years of Business Development Experience in the Regional Middle East in these industries: Engineering, Consulting, Constructions, Developments or Project/Program Management.
- Excellent Arabic and English and communication skills.
- Strong IT fluency, with experience in using Microsoft Office, Business Development and other relevant software.

## **ATTRIBUTES AND SKILLS:**

- Proven track-record of accomplishment in generating strong business results including large projects.
- Strong ability to identify competitors and identifying unique selling points and initiatives to beat them.
- Solid knowledge of commercial and technical proposals.
- Must have risk assessment knowledge.
- Experience in project and opportunity assessment
- Experience in data analysis and markets
- Highly result oriented with ambition to exceed targets
- Excellent communication, presentation and interpersonal skills.
- Strong networking capabilities
- Good analytical and conceptual thinker
- Excellent problem solving skills

- Presentable and flexible and with strong multi-tasking skills
- Well-organized, self-initiative, independent, able to work under pressure & tight deadlines
- Knowledge of Saudi Market and Government organizations including current Kingdom level initiatives and policy is preferred. Able to work under minimal supervision, with initiative and reactivity

## **COMPENSATION & BENEFITS:**

- Competitive Salary
- Family Status
- Health Insurance
- Vacation
- Annual Tickets
- Training
- Bonuses