

00000000 00000000 00000000 00000000 00000000 000000 00000 00000000 000000 00000000

JOB

VACANCY

00000000 000000 00000 00000 00000 00 00000000 00000 00000 00000000 00000

A leading company in KSA is seeking to recruit the following:

Business Development and Facilities Operations Manager

Duties and Accountabilities:

- Set goals and develop plans for business and revenue growth.
- Excerpt the FM hard contract opportunities through SAP Ariba portal announcement and other pro
- Organize and analyze information/data and submit feasibility study formulation and present to the l
- Develop business plan and present when as required by the higher management.
- Generate RFP with the holistic integration of project outlines and relevant criteria to achieve quality
- Formulate Technical proposal & Commercial offer that correlates to Facilities Management perspe
- Plan and implement new target market initiatives in terms of Facilities Management Spectrum.
- Enhance the quantitative value of prospective clients to impact the sales pipeline data while attract
- Consistency in the sales pipeline updates to respond in a real time inquiry from the higher manage
- Liaise with potential clients to establish rapport and arrange meetings.
- Design the sales pipeline management and present the same during weekly/monthly basis or whe
- Attend conferences, meetings, industry events and impart relevant agenda with Qudrat team.
- Identify strategic goals in the business team and ensuring they are met.
- Explore organizations to find new business opportunities.
- And performs related business development and facilities management through direction from the
- Performs related tasks that deemed it is necessary to financial managerial functions

Interested candidates send their CVs to

Edu@Targetjo.com

[illegible]

□ □ □ □ □ □ □

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

000000	0000000000	000000	000	00000000	00000000	0000	0000	0000	00000000	0000000	000000	0000000
--------	------------	--------	-----	----------	----------	------	------	------	----------	---------	--------	---------