

Center for Career Placement & Alumni
Graduate Placement Services (GPS)

JOB VACANCY FORM[®]

IMPORTANT: The information presented in this document can be shared only internally at UAE University!

Job Reference No.: JV678

Company Name: Dubai World Central (DWC)

Company Type: Government



DWC

DUBAI WORLD CENTRAL
دبي ورلد سنترال

Job Position/Title:	Graduate Trainee – Business Development - Aviation	Academic Major:	Business Administration - Marketing
Salary Range:	AED 17,000	Years of Experience:	Fresh Graduate
Job Location:	Dubai	Job Type:	Full Time
Nationality:	Only UAE Nationals	Gender:	Both
Job Description:	To be responsible with the segment of named accounts (small and medium businesses), on low complexity, short selling cycle time deals and to be effectively executing the sales territory plan, to deliver sustainable revenue growth and customer success to meet sales target/revenue per annum in size or within the defined timeframe. Revenue Generation: Executes the sales strategy to maximize revenue on identifying opportunities and requirements in the respective sales plan assigned to meet the defined Sales Target. Sales process: Manage / Execute the sales process including identification of opportunities, sales presentation, sales follow up, contract negotiation and finalizing, through coordinating with the required division/ department such as regulatory affairs, finance, legal and customer service management in order to ensure the deal is closed timely and the customer is satisfied with the services offered Customer Relationship: Engage decision makers, in the UAE and abroad, and create a trusted business relationship by demonstrating business acumen and industry knowledge. Represent the full capabilities of DWC, creating opportunities for the full spectrum of the DWC portfolio. Sales System Adherences: Maintain and adhere to the sales process metrics minimum requirements, including customer facing time, accurate sales outlook and usage of DWC sales methodology Events/ exhibitions: Represent DWC as required in key events and exhibitions specific to the respective business unit to build new relations and to create business opportunities for the sector Sales Reports Generation: Produce Sales Reports (or as defined) to the reporting head for review and direction. Record Management: Maintain prospect databases for Sales and associated activity. Policies and procedures: Follow all relevant departmental policies, processes, standard operating procedures and instructions so that work is carried out in a controlled and consistent manner.		

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	QHSSE: Ensure all relevant quality, health, safety and environmental procedures, instructions and controls are adhered to so that the safety of employees, quality of products/services and environmental compliance can be guaranteed Ad-hoc Requests: Perform additional duties commensurate with the current role, as and when requested by the direct manager
Minimum Qualifications:	Bachelor Degree
No. of Positions Required:	1
Job Close Date:	30/10/2014

To Apply, UAEU Graduates/Alumni should send their CVs to:

Jaber.Alteneiji@dwc.ae

&

Najat.Nasser@dwc.ae

