

Business Unit Manager / Cyprus - Job Description

Business Unit Manager Job Purpose:

Builds market position by locating, developing, defining, negotiating, and closing business relationships.

Works to improve an organization's market position and achieve financial growth.

Defines long-term organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions.

Business Unit Manager Job Duties:

- Creating and implementing the Marketing, Advertising & Promotion Plan of the Company.
- Research and build relationships with new clients.
- Identify potential clients, and the decision makers within the client organization.
- Present new products and services and enhance existing relationships.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Monitoring P&L of product categories that are under his/her responsibility.
- Screens potential business deals by analysing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Work with the internal team, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for their organization.

Skills/Qualifications:

- Communication Skills
- Presentation skills
- Motivation for Sales
- Sales Planning
- Selling to Customer Needs
- Market Knowledge
- Meeting Sales Goals
- Prospecting Skills
- Bachelor Science or Marketing degree
- Excellent knowledge of Ms Office, Internet, Social Media
- 3+years of work experience in regulated B2B sales dpt
- Flexibility to travel
- Excellent verbal and written communication in English language

We offer:

- Excellent working environment
- Competitive remuneration
- Career development opportunities

Please send your CV to georgakopoulou.j@caredirect.com