

Sales and Business Development Manager

Frontier is a UK-based business research and information firm covering emerging markets.

We launched our Egypt coverage in early 2016 with a subscription service on the energy and power sectors, and are now planning to expand our range of products.

We are currently looking for a Sales and Business Development Manager to launch and drive sales of our new product, which will provide in-depth information, analysis and data to companies and other organisations doing business in Egypt.

This is an exciting role for someone with relevant experience keen to be involved in a small but fast-growing company active in the Egyptian market.

The role will involve managing the entire sales and business development process:

- Identifying, contacting and meeting potential clients in Egypt, both local and international
- Writing proposals and quotations
- Following up to secure sales and collect payments
- Ongoing management of clients and subscribers
- Providing feedback and ideas on product development
- Generating opportunities for custom research and advisory work
- Working closely with other staff
- Attending relevant events, conferences, networking opportunities, etc

The ideal candidate will:

- Have several years of experience in B2B sales and business development
- Be a native Arabic speaker and also have an excellent level of spoken and written English
- Have experience or contacts in the Egyptian real estate or construction sector
- Be entrepreneurially minded, with a dynamic and target-oriented approach
- Have an existing network of client contacts, especially in sectors such as real estate and construction, banking and financial services, energy and telecoms/technology
- Be familiar with the type of services being offered by Frontier
- Be confident in interacting with local and international businesses and organisations
- Be presentable, professional and with excellent attention to detail

Compensation: Dependent on experience

Start date: August-September 2016

To apply: Interested applicants should please send a CV and short covering email to Alex Warren at alex.warren@frontiermea.com