

Business Development Manager

About Us

SYNTAX is a software technology and consulting services company, which enables enterprises to assimilate cutting-edge IT and best Business Practices. Most significant enterprises from the Banking, Insurance, Telecom, Energy, Oil and Transportation as well as Public Organizations feature prominently in SYNTAX's client list. The company offers a full range of world leading software and professional, consulting, outsourced, residency & managed services. SYNTAX is poised for an exciting period of growth and are in a position to recruit a proven business developer manager with a strong network of contacts across the large enterprises in the United Arab Emirates.

About the Role

Your focus will be specifically on new business development and it is expected that you will be capable of leveraging your existing and past client/referrer relationships. You will be the key point of contact between customers and cross functional internal teams to ensure timely and successful delivery of solutions.

In doing so, you will receive strong support from an experienced, committed leadership team and will work in a positive, team-oriented environment that embraces success. You will enjoy the freedom to manage your own time and business, with autonomy in planning and prioritising your sales activities encouraged.

About You

- Strong track record in IT sales with experience selling to clients in the commercial and corporate environment, mainly large enterprises in the United Arab Emirates.
- Demonstrated experience in building strong relationships with business customers.
- Self-starter and comfortable working autonomously.
- Thrive in a team-oriented environment in which you will bounce off fellow professionals.
- A confident and decisive communicator.
- IT education background.

What's on Offer

A fantastic opportunity to be part of a European owned and already highly successful software technology and consulting services company on the brink of exponential growth.

In return for your hard work, you'll be rewarded with leadership and career progression opportunities as this business continues to rapidly expand.

Fantastic remuneration package with a competitive base salary and the potential to earn commission.

If you are interested in applying for this position please apply at hr@syntax.ae and include the following; Current CV, details of two referees and a covering letter addressing your experience in relation to the above selection criteria.