

## **JOB DESCRIPTION**

**Role:** Business Development

**Position and remuneration:** As per Industry and experience

**Location – UAE - SAIF Zone, Sharjah and INDIA - Delhi**

**Experience – Min 9Yrs. Max.15Yrs**

### **Major Areas of Responsibilities but not limited to:**

Key goal is to make the Department Heads productive and support in running the business by giving leads and ensuring consistent business growth in "consent" with the Top Management.

- Enhance the business by maintaining existing clients and developing new clients network.
- Conduct business development and key account management / institutional sales for Aviation parts and its services.
- Study, suggest and implement new market trends and technology to enhance business practices.
- Identify and recommend alternative revenue sources.
- Conduct market research and business analysis to support decision-making and strategy formulation.
- Prepare status reports, presentations, and other documentation for internal and external stakeholders.
- Oversee marketing, public relations, promotional events, and community engagement to enhance the company's functions visibility and reputation. Will manage meetings, collate and update MIS reports and market data, and prepare and present presentations as needed.
- Help make better and faster decisions to Top Management
- Drive high performance by developing deeper relationships with team
- Be accountable to commitments and be more productive.
- Ensure support to accounts on payment collections beyond credit limits.
- Do whatever needs to be done for all of the above, **ethically**.

### **Requirements:**

- Minimum 9 years of experience in aviation spares supply chain management, business development, or related fields, with a focus on Defense, Business and General Aviation. Out of which min.3-5 years of pertinent experience with a deep understanding of the **UAE & other Middle Eastern market**.
- Proven track record of driving strategic initiatives and achieving business growth in a similar capacity.
- Proficiency in market research, business analytics, and reporting tools.
- Competence in financial analysis, project management, and marketing tools.
- Strong communication (Written, Spoken and Presentation) and stakeholder management skills, with the ability to build and sustain relationships.
- Bachelor's degree in Business Administration, Aviation Management, Marketing, or a related field. Aviation Engineering / mechanical will be preferred.
- Proficient computer skills, including Microsoft Office Suite/ ERP module functions.
- Accurate and precise attention to detail - analyzes and strategizes better solution.
- Organized, multitasked, manage time effectively and prioritize workload
- Team player - ability to work well with management and staff at all levels

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