Corporate Sales & Business Development Manager (B2B Training)

Location
Dubai, UAE

Industry
Corporate Training & Professional Development

About the Role

We are looking for a driven Corporate Sales & Business Development professional to grow and manage B2B training solutions across Dubai and other emirates. This role combines new business development with key account management, working closely with corporate and government clients to deliver customized training solutions.

The ideal candidate is proactive, target-driven, and experienced in consultative B2B sales within training, education, HR services, or professional development sectors.

Key Responsibilities

- Develop and manage strong relationships with corporate and government clients to drive revenue growth and long-term partnerships.
- Identify and pursue new business opportunities through client visits, virtual meetings, cold calls, referrals, and networking.
- Understand client training needs and collaborate with internal academic and operations teams to design tailored training solutions and proposals.
- Maintain and update the sales pipeline in the CRM, including leads, opportunities, forecasts, and revenue tracking.
- Prepare and negotiate commercial proposals, ensuring accurate pricing, margins, and terms.
- Coordinate invoicing and ensure timely payment collection.
- Monitor individual sales performance against targets and take corrective actions to achieve objectives.
- Represent the organization professionally in meetings, presentations, and industry events when required.

Core Competencies

- Strong consultative selling and solution-based sales approach.
- Proven ability to initiate contact, build rapport, and close deals with decision-makers.
- Excellent negotiation, relationship management, and client retention skills.
- Confident communicator with strong presentation and interpersonal abilities.
- Results-oriented mindset with the ability to work independently and meet targets.

Skills & Experience

- Minimum 4 years of experience in B2B sales, business development, or account management.
- Experience in training, education, HR services, consulting or professional services is preferred.

- Exposure to working with corporate clients and government entities in the UAE is an advantage.
- Proficient in MS Office and familiar with CRM/ERP systems.
- Basic understanding of pricing, costing, and P&L concepts.
- Bachelor's degree in Business, Marketing, or a related field.
- Excellent English communication skills; Arabic is highly preferred.
- Candidates must be currently residing in the UAE.

What's in It for You

- Competitive base salary + performance-based commission
- Opportunity to work with an established brand in the UAE training market
- Exposure to high-profile corporate and government clients
- Supportive team environment