



**Business Development Manager Skills for  
International Companies Recruit from India and Gulf**



**17 - 21 February 2025**



**Milan (Italy)**

# Business Development Manager Skills for International Companies Recruit from India and Gulf

course code: U9376 From: 17 - 21 February 2025 Venue: Milan (Italy) - course Fees: 4500 Euro

## Program Content

In this program you will learn about...

- Understanding Business Environment
  - Regulatory
  - Commercial
- Understanding & Fulfilling Customer Expectations
  - Products
  - Services
- Negotiating Skills
  - Understanding the Process
  - Preparation for Negotiations
  - Negotiating Tactics
- Developing Entrepreneurship
  - Personal Skills
  - In Teams
- Identifying New Customers
- Maintaining Existing Accounts
- Planning Sales & Marketing Strategies
- Designing Sales & Marketing Strategies
- Executive Presentations
- Tender/Proposal Preparation
- Participating in Trade Shows
- Organizing Events
- Preparing an Action Plan.



