



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



1 - 12 September 2024



Kuala Lumpur (Malaysia)

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

course code: U9376 From: 1 - 12 September 2024 Venue: Kuala Lumpur (Malaysia) - Royale chulan hotel 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.

