

Business Development Executive - Dubai, UAE

We're looking for someone who;

- Has excellent communication and relationship-building skills
- Has an interest in the marine fuels and products market and its trends
- Shows initiative and has an ability to seize opportunities
- Has sales experience and an outgoing personality

If this is you, contact us now! humanresources@cockett.com

Australia | China | Greece | Korea | Netherlands | Singapore | South Africa | Turkey | **UAE** | UK | USA

Cockett Group, established in 1979, is one of the world's largest value-added resellers of marine fuels and petroleum products and services, and is currently recruiting for a **Business Development Executive** to be based in our Dubai office. Cockett Group is supported by comprehensive industry experience, a deep understanding of the international landscape and access to a global network of committed suppliers. The role is planned to assist business development and sales activities of the Group's products and services.

Responsibilities include:

- Business development by adding new customers and / or broadening activities with existing customers
- Liaise with Commercial department to identify and secure prospects
- Assist in the development of marketing materials alongside Communications and Commercial Departments
- Support analysis of changes in the industry, market activity and potential client list
- Develop and maintain up to date information on prospective clients and continuously maintain the Group database to reflect these
- Seek out and maintain long term relationships, both external and internal

Our established values are at the core of the Group and are present in everything we do. They influence the way we work with our shareholders, working partners and with each other:-

Customer Focused



We are committed to listening and actively engaging with our customers

Excellence



We continually improve upon the knowledge, expertise and learning opportunities for our employees

Flexibility



We acknowledge and embrace change as essential and collaboration as necessary

Resourcefulness



We identify bespoke solutions to our customer's challenges and act creatively

Efficiency



We carefully and thoughtfully optimise our resources and costs

Sustainability



We seek every opportunity to develop our focus on environmental, social, and corporate governance

Required education & skills:

- Minimum Bachelors Degree in relevant field
- Previous experience in marketing and sales
- English - Written & Verbal (fluent)

In return Cockett Group offers:

- Good remuneration and benefits package to be discussed upon interview
- International and challenging career