

## Sales and Business Development Manager

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Frontier is a UK-based business research firm covering emerging markets.

We are now opening an office in Cairo to provide research and analysis on a number of key sectors in Egypt.

We are currently looking for a Sales and Business Development Manager to launch and drive sales of our subscription and report products, which will provide in-depth information, analysis and data to companies and other organisations doing business in Egypt.

This is an exciting role for someone with relevant experience keen to be involved in a small but fast-growing company entering the Egyptian market.

The role will involve managing the entire sales and business development process:

- Identifying, contacting and meeting potential clients in Egypt, both local and international
- Writing proposals and quotations
- Following up to secure sales and collect payments
- Ongoing management of clients and subscribers
- Providing feedback and ideas on product development
- Generating opportunities for custom research and advisory work
- Working closely with other staff in our Cairo office
- Attending relevant events, conferences, networking opportunities, etc

The ideal candidate will:

- Have at least five years of experience in B2B sales and business development
- Be fluent in Arabic and also have an excellent level of spoken and written English
- Be entrepreneurially minded, with a dynamic and target-oriented approach
- Have an existing network of client contacts, especially in sectors such as real estate and construction, banking and financial services, energy and telecoms/technology
- Be familiar with the type of services being offered by Frontier
- Be confident in interacting with local and international businesses and organisations
- Be presentable, professional and with excellent attention to detail

**Compensation:** Dependent on experience

**Start date:** January 2016

**To apply:** Interested applicants should please send a CV and short covering email to Alex Warren at [alex.warren@frontiermea.com](mailto:alex.warren@frontiermea.com)