

Business Development Manager

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Company: Generation 3D - 3D Printing Services

Location: Dubai

Category: healthcare-practitioners-and-technical

Job Title: Business Development Manager - Large Format 3D Printing (Interior Design and Fit Out Market)

Company Overview: Generation 3D is a leading provider of cutting-edge 3D printing solutions, specializing in large format printing for architectural and interior design applications. Our commitment to sustainability drives our innovative approach to construction, offering eco-friendly solutions for the modern built environment.

Position Overview: We are seeking a dynamic and experienced Business Development Manager to spearhead our sales efforts within the interior design and fit out market. The ideal candidate will have a passion for sustainability and a proven track record in business development within the architecture, interior design, or fit out industries.

Key Responsibilities:

Identify and target key players within the interior design and fit out market to generate new business opportunities.

Build and maintain strong relationships with architects, interior designers, contractors, and other stakeholders.

Develop and execute strategic sales plans to achieve revenue targets and expand market share.

Provide product demonstrations, presentations, and technical expertise to educate potential clients on the benefits of large format 3D printing.

Collaborate with the marketing team to develop compelling sales collateral, case studies, and promotional materials.

Stay abreast of industry trends, competitor activities, and market developments to inform sales strategies and tactics.

Prepare and present regular sales reports and forecasts to management, highlighting achievements, challenges, and opportunities.

Qualifications:

Bachelor's degree in Business, Marketing, Architecture, Interior Design, or related field.

Proven track record of success in business development, sales, or account management within the architecture, interior design, or fit out industries (Experience critical)

Strong understanding of the interior design and fit out market, including key players, trends, and challenges.

Excellent communication, negotiation, and presentation skills.

Ability to build and nurture relationships with clients and industry partners.

Results-oriented with a drive to exceed sales targets and achieve business objectives.

Interest in sustainability and eco-friendly construction practices preferred.

Knowledge of 3D printing technology and its applications in architecture and interior design is a plus.

Benefits:

Competitive salary with performance-based incentives.

Comprehensive health benefits package.

Opportunities for professional development and career advancement.

Collaborative and innovative work environment.

Chance to contribute to the growth and success of a forward-thinking company in the

sustainable construction industry.

How to Apply If you are passionate about sustainability and possess the skills and experience to drive sales in the interior design and fit out market, we want to hear from you! Please submit your resume and cover letter detailing your relevant experience and why you are the ideal candidate for this position to [HIDDEN TEXT]

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