

# United Arab Emirates Jobs Expertini®

## Business Development Manager

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Company: Orro Interior Design LLC

Location: Dubai

Category: healthcare-practitioners-and-technical

### Key Responsibilities:

#### Market Research and Analysis:

Conduct thorough market research to identify potential clients, market trends, and competitor activities.

Analyze data to determine the needs and preferences of target clients within the interior fit-out domain.

#### Lead Generation and Prospecting:

Generate leads through various channels, including networking events, industry conferences, online platforms, and referrals.

Develop and maintain a robust pipeline of potential clients.

#### Client Relationship Management:

Cultivate and maintain strong relationships with existing clients.

Understand client requirements and provide tailored solutions that align with their interior fit-out needs.

Regularly engage with clients to ensure satisfaction and identify opportunities for upselling or cross-selling.

### **Proposal Development:**

Collaborate with the design and project management teams to create compelling and customized proposals.

Present proposals to clients, addressing their specific needs and concerns.

### **Negotiation and Closing Deals:**

Negotiate terms and conditions with clients to reach mutually beneficial agreements.

Close deals and secure contracts for interior fit-out projects.

### **Collaboration with Internal Teams:**

Work closely with the design, project management, and execution teams to ensure a smooth transition from client acquisition to project delivery.

Provide input on market trends and client feedback to enhance service offerings.

### **Reporting and Analysis:**

Maintain accurate and up-to-date records of client interactions and transactions.

Provide regular reports on sales performance, market trends, and competitor activities.

### **Qualifications and Skills:**

Bachelor's degree in Business, Marketing, or a related field.

Proven experience in business development, sales, or a relevant role within the interior fit-out industry.

Excellent communication and interpersonal skills.

Strong negotiation and presentation abilities.

Understanding of interior design concepts and construction processes.

Ability to work independently and collaboratively within a team.

Results-oriented with a track record of meeting and exceeding sales targets.

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