

United Arab Emirates Jobs Expertini®

Business Development Manager | Kristina Zanic Consultants Dubai

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Company: Kristina Zanic Consultants

Location: dubai

Category: other-general

Business Development Manager | Kristina Zanic Consultants Dubai

We are a collective of inquisitive and imaginative minds, with a passion to craft beautiful environments that offer exceptional experiences.

We provide interior design and art curation services for hospitality, dining, wellness, commercial, and residential spaces, with a portfolio of over 300 projects across 20 countries.

Our services cover concept development, schematic design, FF&E selection, art curation, design development, and site supervision for renovations, conversions and new builds.

With a team of 200 creatives from all walks of life, working from offices in Dubai, Riyadh, Bangkok and Clark, we bring different perspectives and insights into the design journey.

Award-winning Kristina Zanic Consultants is seeking an experienced BD Manager to become an integral member of our esteemed team and join us in our HQ office in Dubai.

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The BD Manager's principal function is to promote and leverage the Company to the existing network of Clients, secure new business and build relationships within the design industry for the objective of meeting the Company's mission and objectives. The BD Manager is required to undertake all necessary Business Development initiatives and monitor key projects as the key account holder where required. The BD Manager will report to the CEO/MD for project opportunities, deliverables and marketing initiatives and prepare time schedules to ensure deadlines are met. This includes maintaining a marketing and Business Development Calendar.

Responsibilities

Develop and maintain an effective marketing and public relations strategy to promote the Company's services and image in the wider community and monitor progress against the plans to ensure that the Company attains its objectives as cost-effectively and efficiently as possible. This includes exploring presence at conferences and shows and developing new markets and relationships

Provide strategic advice and guidance to the CEO and MD, to keep them aware of developments within the industry

Establish and maintain effective formal and informal links with major customers, relevant government departments and agencies, local authorities, key decision-makers and other stakeholders generally, to exchange information and views and to ensure that the Company is providing the appropriate range and quality of services

Develop and maintain research and development programs to ensure that the Company remains at the forefront of the industry. Apply this knowledge to the most cost-effective methods and approaches to ensure the Company provides leading-edge services and retains its competitive edge

Professionally represent the Company for all Business Development opportunities, pitch for work and prepare proposals as necessary. Maintain detailed reports on leads and proposals and track relationship milestones

Represent the Company in negotiations with clients, consultants, suppliers, government departments and other key contacts to secure the most effective contract terms for the Company

Develop and direct the implementation of policies and procedures including the Business Development Standard Operating Process (SOP) and the Project Quality Process (PQP)

Oversee design projects where appropriate in a project management role as the key point of contact on key accounts directing all design implementation to the team if and where appropriate and agreed upon.

Coordinating with outside consultants as required for proposals or internal needs

Attend all training if required for the position and role.

Lead by example and ensure the team is providing a professional level of service and consistently exhibiting Kristina Zanic Consultants Service Standards and Values

Qualifications

An appropriate degree in design, arts, business, or marketing

10 years of experience in Business Development

A wide knowledge of the design industry

Presentation skills with an appreciation of the demands of conflicting interests and of meeting both project and statutory requirements

A very high level of commercial awareness along with an understanding of financial principles as they relate to business development

Excellent leadership, communication, analytical and problem-solving skills

Excellent English skills (written, reading, spoken)

Required to have advanced knowledge of MS Office and other design-related software knowledge

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