

## Business Development Manager

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Company: Almond Interior Decoration

Location: United Arab Emirates

Category: other-general

### The Role

We are looking for a dynamic and experienced Business Development Manager to join our team in the UAE. The ideal candidate will be responsible for driving business growth and expansion in the interior decoration industry. This role requires strong strategic planning, networking, and negotiation skills to identify and capitalize on new business opportunities.

Responsibilities: - Develop and implement strategic business plans to achieve company goals and expand customer base in the interior decoration industry. - Identify potential clients, conduct market research, and build strong relationships with key decision makers to secure new business opportunities. - Negotiate and close business deals that promote sustainable growth and profitability. - Collaborate with the marketing team to develop and execute effective promotional campaigns and strategies to attract new clients. - Analyze market trends, competition, and customer needs to provide valuable insights for product development and enhancement. - Participate in industry events, trade shows, and networking activities to promote the company's services and generate leads. - Provide regular reports and updates on business development progress, sales activities, and market developments to the management team.

### Requirements

- Proven work experience as a Business Development Manager or relevant role in the interior decoration industry. - Strong understanding of the UAE market and industry trends in interior decoration. - Excellent negotiation, communication, and interpersonal skills to build and

maintain client relationships. - Demonstrated ability to meet and exceed sales targets and drive business growth. - Strategic thinker with strong analytical and problem-solving abilities. - Self-motivated and results-oriented with a focus on delivering high-quality customer service. - Bachelor's degree in Business Administration, Marketing, or related field; Master's degree is a plus. - Proficiency in MS Office and CRM software.

#### About the company

Our company was established in 2012. Since then we have created innovative and inspiring designs for many offices, Restaurant and showrooms, Our philosophy is to collaborate closely with our clients and their teams to provide unique and original design solutions based upon each projects individual needs and location. Almond Interiors is committed to creating innovative, functional, tailor-made and distinctive designs that realize each clients unique vision and aspirations whilst giving appreciative value to their establishments and affirming their corporate identities, marketing goals and brand development, with such extensive experience in the hospitality sector, we can guarantee that every project meets the goals and budgets of our clients.

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