

Lead Business Development Manager (Interior Design) | Menasa & Partners FZ-LLC Dubai

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Company: Menasa & Partners FZ-LLC

Location: dubai

Category: other-general

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Menasa & Partners FZ-LLC is a Dubai based Executive Search company that offers its services to clients who operate Internationally. With over 25 years global search experience in a number of business verticals, 15 of which have been gained in the Middle East we are ideally placed to partner with you for all your Senior Executive mandates. We believe in working to truly unparalleled services to both clients and candidates alike. As we see it – today's candidates are tomorrow's clients.

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Currently looking for a motivated and experienced Lead Business Development Manager to drive the growth of an interior design studio. As a key member of the team, you will be responsible for identifying new business opportunities, building strong client relationships, and contributing to the overall success of the studio. This role offers the flexibility of remote work, allowing you to collaborate with the design team and engage with clients seamlessly.

Responsibilities:

Business Development:

Identify and pursue new business opportunities in the interior design sector.

Develop and implement effective strategies to attract potential clients and generate leads.

Build and maintain a robust sales pipeline to achieve and exceed revenue targets.

Client Relationship Management:

Cultivate and nurture strong relationships with existing and potential clients.

Understand clients' needs and preferences to effectively communicate our design solutions.

Collaborate with the design team to ensure client expectations are met and exceeded.

Market Research:

Stay informed about industry trends, market conditions, and competitor activities.

Analyze market data to identify areas for business growth and improvement.

Proposal and Presentation:

Prepare compelling proposals and presentations to showcase our design capabilities.

Conduct virtual and in-person meetings to effectively communicate our services and value proposition.

Negotiation and Closing:

Lead negotiations to secure profitable contracts and agreements.

Work closely with the leadership team to finalize deals and ensure smooth project handovers.

Qualifications:

Proven experience in business development within the interior design or related industry.

Strong understanding of the Dubai market and the interior design landscape.

Excellent communication, negotiation, and interpersonal skills.

Self-motivated with a track record of meeting and exceeding sales targets.

Ability to work independently and remotely while maintaining a collaborative mindset.

Knowledge of current trends in interior design and architecture is a plus.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com/#J-18808-Ljbfrr

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