

Job Title: Business Development Manager

“Igniting growth through innovative business development.”

POSITION REPORTS TO: Head of Commercial / Managing Director

Company Overview:

Nordic Homeworx is a leading flooring company that provides premium flooring solutions to a diverse clientele, including residential homeowners, commercial clients, designers, architects, fit-out contractors, and developers. Our commitment to excellence, innovation, and exceptional customer service drives our success.

Position Overview:

As a Business Development Manager at Nordic Homeworx, you will play a pivotal role in driving the company's growth in the UAE, KSA and Middle East Market. You will be responsible for proactively seeking and nurturing growth opportunities, forging new partnerships, and expanding the client base. Your primary focus will be on developing and executing strategies to increase market reach and surge sales revenue.

Collaborating closely with the sales team and marketing partners, you will align efforts to achieve common objectives and develop visually captivating marketing materials. With your in-depth knowledge of the Middle East market, particularly in the construction and interior design sectors, you will uncover market insights, identify trends, and capitalize on untapped prospects. Your exceptional interpersonal and negotiation skills will be instrumental in sealing impactful business agreements and contracts.

Key Responsibilities:

Business Development:

- Proactively seek and nurture growth opportunities, forging new partnerships and collaborations in UAE, KSA & Middle East Market.
- Craft and maintain robust relationships with prospective clients, partners, and stakeholders.
- Develop and execute strategies that propel market reach and surge sales revenue.
- Unearth market insights through in-depth research, identifying trends, competitors, and untapped prospects.
- Lead negotiations and seal impactful business agreements and contracts.
- Develop and expand current product portfolio.

Cross-Functional Collaboration:

- Collaborate harmoniously with the sales team, aligning marketing endeavours with sales aspirations and initiatives.

- Lead and collaborate with our marketing partners to conjure visually mesmerizing marketing materials.
- Develop and manage budgets for business development, and client events.

Qualifications:

- Bachelor's degree in Business or a related field (Master's degree preferred).
- Proven experience in business development, with a track record of successful outcomes.
- Strong knowledge of the Middle East market, particularly in the construction and interior design sectors.
- Previous experience and in-depth understanding of KSA market, particularly in the construction and interior design sectors.
- Exceptional interpersonal and communication skills, with the ability to build and maintain strategic relationships.
- Creative thinking and a passion for staying updated with industry trends.
- A passion for premium interior finishings and a commitment to Nordic Homeworx's values and quality standards.

Benefits:

- Competitive salary and benefits package.
- Opportunities for career advancement and professional development.
- A collaborative and dynamic work environment.
- The chance to work with a prestigious brand in the flooring industry.

Join Our Team:

If you are a strategic thinker with a passion for driving business growth and expanding market reach, we invite you to join our team and be part of our journey to transform spaces with beautiful wood flooring solutions. Apply now and embark on a rewarding career with Nordic Homeworx!