

Job Title: Business Development Manager

“Igniting growth through innovative business development.”

POSITION REPORTS TO: 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 markets. You will be responsible for proactively seeking and nurturing growth opportunities, forging new partnerships, and expanding the client base with a specific focus on the KSA market. Your primary focus will be on developing and executing strategies to increase market reach and surge sales revenue.

Collaborating closely with the sales and marketing team, you will align efforts to achieve common objectives. 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:

- Identify and pursue new business opportunities through market research and analysis in UAE & Middle East markets with a specific focus on KSA.
- Build and maintain strong relationships with clients, partners, and stakeholders.
- Develop and implement strategies to increase market share and revenue.
- Lead negotiations and seal impactful business agreements and contracts.
- Monitor market trends and competitor activities to identify areas for growth.
- Develop and expand the current product and services portfolio.
- Report on business development activities and progress to senior management.

Cross-Functional Collaboration:

- Collaborate harmoniously with the sales & marketing team, aligning business development efforts with sales aspirations and initiatives.
- Develop and manage budgets for business development and client events.

Qualifications, Experience & Skills:

- Bachelor's degree in Business or a related field (Master's degree preferred).
- Arabic is an advantage.
- Proven experience in business development, with a track record of successful outcomes.
- Strong knowledge of the Middle East market; previous experience and in-depth understanding of the KSA market is required, 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.
- Travel to KSA and other Middle East markets will be required.

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 flooring solutions. Apply now and embark on a rewarding career with Nordic Homeworx!