



L I G H T I N G

Business Developer

DUBAI BASED

8.03.2021

PURPOSE OF POSITION

Develop the business by increasing the turnover by introducing DIB to new potential clients to secure projects in the UAE Market and the GCC.

MAJOR RESPONSIBILITIES

Duties

- Prospecting for new potential clients (Architects, Interior Designers, Developers and End user client)
- Develop a database of new potential clients
- Meeting and Presenting DIB services
- Sending lighting design fees proposal
- Send offer to client and follow-up till securing it
- Liaise with gm and head of design about project deliverables and deadline
- Handle a specific financial annual turnover target that will be mutually agreed on

Technical Duties

- Understand the technical specifications of lighting fixtures
- Curiosity in interacting with sample products in order to be familiar with their light output and mechanism
- Present with passion the lighting design concept along the customized solution if applicable

WORK CONTACTS

Close collaboration with gm, administrative and design team.

INDEPENDENCE OF OPERATIONS

Reports to gm

REQUIREMENTS

- Electrical or mechanical Engineering or Architect / ID with an MBA Preferably or Bachelor in Business
- Male or female with **minimum of two to three years minimum experience in a related field where he / she has solid relationships with interior designers, architects, consultants or developers.**
- Good command of English and interpersonal communication skills
- Positive attitude with a willingness to take initiatives and implement them
- Ability to cope and work under pressure
- Presentable and Good presentation skills
- Maintain a high level of confidentiality
- Pleasant Character with an open minded culture
- **UAE DRIVING LICENSE**
- **Transferrable Residency preferable**