



L I G H T I N G

## **Business Developer**

### **KUWAIT BASED**

#### **PURPOSE OF POSITION**

Develop the business by increasing the turnover by mainly introducing DIB to new potential clients to secure projects in the KUWAIT Market.

#### **MAJOR RESPONSIBILITIES**

##### Duties

- Prospecting for new potential clients ( Architects, Interior Designers, Developers and End user client) in Kuwait Market
- 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 and set

##### 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 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
- Kuwait DRIVING LICENSE
- Transferrable Residency preferable