Business Development Manager, Luxury Interiors

JOB DESCRIPTION

LOCATION	Dubai, UAE (home-based, with daily market and client visits)
JOB TYPE	Full-time
EXPERIENCE	3+ years in UAE sales or business development
PAY	Fixed monthly salary plus commission on revenue collected
START	January 2027 preferred, notice of up to 3 months is fine
REPORTS TO	Chief Operating Officer
BENEFITS	Travel expenses for client visits and trips to the head office in Europe
NEXT STEP	Company name, employment and visa details are shared on the first call

About the company

Our client is an award-winning European interior architecture and furniture group, now expanding to Dubai. It designs interiors and produces made-to-measure furniture, lacquering and upholstery in Europe. In Dubai, its team will lead the design and work with local partners on implementation.

The role

You will be the company's first person on the ground in Dubai. You will open the market, build the network and close interior design and made-to-measure furniture projects. A design project is typically around EUR 10,000, and a full execution project EUR 80,000 to 120,000. A physical presence in Dubai is planned for 2027.

What you will do

- Generate and qualify leads through networking, site visits and your own contacts
- Build relationships with developers, real estate agencies, interior designers, fit-out contractors and homeowners
- Lead client meetings and site visits, and brief the creative team in Europe
- Present proposals, negotiate and close projects
- Keep the pipeline up to date in the CRM and report weekly, with a weekly check-in with the CEO

What we are looking for

- 3+ years in sales or business development in the UAE, in interior design, fit-out, joinery, furniture or luxury real estate
- An active network in Dubai's high-end residential market
- A proven record of hitting targets on high-value projects
- Fluent English. Arabic is a plus
- Based in Dubai, with a UAE driving licence
- Self-driven and at ease working independently with a team abroad