



# Business Development Manager Kuwait, Bahrain & Ethiopia Saint Gobain Gyproc ME

## Based Kuwait

### **Job Purpose:**

- To develop extensive market research in Kuwait, Bahrain and Ethiopia market with set key objectives given by the company while developing market knowledge, competitor information and relationship with Key Stake holders as per defined segment.
- Develop the commercial and technical relationships with key distributors including the technical project specification with contractors and consultants within the given market for Gyproc lightweight drywall system.
- To develop 3 tier strategy in the given market similar to UAE market once the knowledge is obtained within these markets.
- Focus should be given to the pull through of volumes from both a commercial and technical approach through the identification of key projects and the offer of technical specifications to decision makers to achieve the Company objectives of being the preferred choice for Gyproc drywall system.
- Fully accountable and responsible for the development of direct key accounts in conjunction with Regional Account Manager in the given markets through nurturing productive and supportive relationships with all contact levels and influencers to provide effective and efficient sales development. .

**Reporting:** The position will report to **Sales Manager**.

### **Key Accountabilities:**

- To build strong market research in given market for providing clear picture to the business in terms of Market/customer requirement, competitor knowledge and information over key players of the market from Contractors, Consultant and distributor segment.
- To develop productive business relationships with all key distributors, contractors and consultants to share project specification and technical information to mutual benefit.
- To identify and engage with key strategic projects via consultants and contractors in-line with the defined Project Management guidance and processes to develop project driven approach in the given Market.
- To manage the total business activities within the given markets, whilst investigating the opportunities and provide initial technical specification management for the agreed strategic projects.
- To achieve the systems and product volume monthly sales budgets whilst managing the profitability of the distributor sector, according to annual sales plan with support and vision of Regional Account Manager.
- To ensure developing monthly project tracking meeting with Sales Manager while clarifying all project requirement and development.
- Responsible for the preparation of short/mid/long term sales forecasts in conjunction with the Sales Manager, including the coordination of information with the Demand Planning Team
- To record and manage all customer contact, project and diary activities within CRM to ensure regular and effective communication with provision of accurate and timely reports to Regional Account Manager to drive business knowledge, communication and performance.
- Assist with ensuring the sales and technical development of marketing communications within the given market place and internally with the marketing team.

<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• Civil Engineer</li> <li>• Project Management Degree</li> <li>• Master in Business Administration (MBA)</li> </ul>
<b>Minimum years of experience</b>	<ul style="list-style-type: none"> <li>• Industry background with 3-5 years Project/commercial /business development experience.</li> </ul>
<b>Skills and Competencies</b>	<p>Skills:</p> <ol style="list-style-type: none"> <li>1. Practical and logical knowledge of construction products and project tender process.</li> <li>2. Commercial Acumen and Advanced Negotiation skills.</li> <li>3. Ability to build relationships, both quickly &amp; long term.</li> <li>4. Ability to demonstrate the drive to achieve.</li> </ol>

**Application Procedure:**

Please send in your applications to [yaccoub.daaboul@saint-gobain.com](mailto:yaccoub.daaboul@saint-gobain.com)