

Since 1978, **DORMA-Glas** has been developing and marketing hardware and system solutions for the application of glass in architecture and interior design at its Bad Salzufflen site. We move glass, from the simple revolving door to the complex sliding and partition wall. And we move people, with our enthusiasm for this special material.

As specialists in our field, we convince with premium products from modern manufacturing and solution competence for challenging applications. In addition to international marketing, cooperation and the team are our top priorities. If you would like to enrich an agile and dynamic company with your know-how, then let us plan your future together.

Business Development Manager Middle East (m/f/d)

YOUR TASKS

- You will be responsible for developing the product portfolio in the middle eastern region
- Your product and market expertise will support regional sales and marketing organizations
- Analyzation of sales channels and target audiences to derive actionable insights
- Collaboration with sales teams and the PM network to develop market penetration strategies
- Aggregation of market needs to be communicated to the PM network and factories
- Developing of targeted pricing strategies and assumption of responsibility for relevant revenue metrics
- Providing support and direction for the development and launch of innovative products
- Assisting in budget planning
- Conducting training for sales teams
- Representing the voice of the customer within the company

YOUR SKILLS

- Successfully completed studies in a technical or business-related field, or comparable professional experience
- At least 3-5 years of experience in marketing technical products
- Ideally, in-depth knowledge of relevant markets and products
- Strong technical understanding, analytical skills, and process understanding
- Negotiation skills in English (written and spoken) are essential
- Proficiency in the Arabic language is advantageous
- Proficiency in common office programs
- Good knowledge and experience in project management and presentation techniques
- Intercultural teamwork skills and assertiveness
- Creativity
- Willingness to travel
- Residence in Dubai is desirable

WE OFFER

Flexible working hours | Employee benefits | Own training center | Language training | Support programs | Attractive, success-oriented remuneration | IT equipment | Mobile phone and Neutral company car also for private use

YOUR WAY TO US

Do you recognize yourself in the advertisement? Then we look forward to receiving your application by e-mail to career@dorma-glas.com or by post to DORMA-Glas GmbH, Human Resources Department, Max-Planck-Straße 33, 32107 Bad Salzufflen. Your contact person Christina Welzer will be happy to answer any questions you may have at +49 5222 924 201 or career@dorma-glas.com. The position can also be filled by suitable severely disabled persons.

DORMA-Glas combines fresh entrepreneurial spirit with the knowledge and experience gained from four decades of successful corporate history. With us, this apparent contradiction becomes the fuel for our path into the future. Let's walk it together.