

## **Marketing Vacancy**

*Industry of interior design/ Architecture/ Real Estate*

Location: Riyadh, KSA

Working Days and Hours: Sunday until Thursday; From 10:00 a.m. until 6:00 p.m.

Major: degree in Marketing, Mass Media and Communication, or any related field

Experience: 5-7 years in the industry of interior design, architecture, and/ or real estate

Major Responsibilities:

- Conduct comprehensive market research to identify new market opportunities and trends in the interior design industry.
- Analyze competitors to understand their strategies, strengths, and weaknesses.
- Stay informed about the latest design trends and customer preferences.
- Develop and implement growth strategies focused on financial gain and customer satisfaction.
- Work with senior management to align the business development strategy with the company's overall objectives.
- Identify potential partnerships or areas for expansion, especially with architectural companies, real estate developers, furniture companies and more...
- Generate new client leads and engage in networking activities to expand the client base.
- Build and maintain strong relationships with clients, suppliers, and other industry professionals.
- Manage client expectations and deliver exceptional service to ensure repeat business and referrals.
- Collaborate with the marketing team to create effective promotional materials and campaigns.
- Develop proposals and presentations for new clients.
- Negotiate contracts and close agreements to maximize profits.
- Work closely with design teams to ensure project requirements are met.
- Coordinate with various stakeholders, including clients, contractors, and suppliers.
- Oversee project timelines and budgets to ensure successful completion.
- Track business development metrics and report on performance.
- Provide feedback to management on market trends, business opportunities, and the competitive landscape.
- Suggest improvements and innovations in business strategies.
- Attend industry events, conferences, and workshops to stay connected with industry professionals.
- Continuously learn about new design techniques, materials, and technologies.
- Act as a brand ambassador for the company, promoting its values and services.

How to Apply:

Kindly send your CV and contact the Career Services Center, E-mail: [career.services@balamand.edu.lb](mailto:career.services@balamand.edu.lb), Ext. 7801; 7802