BAUPOWERGROUP
WE SECURE WHAT MATTERS

Swiss Quality. Global Reach.

Business Development Manager

Baupower Middle East LLC | UAE · Start: Immediately

THE ROLE

Baupower Middle East LLC, the regional arm of Bau Power Group AG (Switzerland), is bringing Swiss-engineered construction safety and infrastructure products to the GCC market. As our Business Development Manager you will own the regional growth – building our dealer network and winning key construction customers across the UAE and the region.

OUR PRODUCT PORTFOLIO

- Trench Shoring & Excavation Support Systems (Grabenverbau)
- Trackout Control Mats – construction site access solutions
- Temporary Plastic Roads & Access Infrastructure
- Temporary Construction Infrastructure & Site Logistics

YOUR RESPONSIBILITIES

- Identify, approach and onboard dealers, distributors and resellers across UAE & GCC
- Build long-term relationships with major contractors and construction companies
- Execute market development strategy and consistently achieve sales targets
- Represent Baupower Middle East at trade fairs, exhibitions and industry events
- Manage proposals, negotiations and contract closing end-to-end

YOUR PROFILE

MUST HAVE

- Proven experience and established contacts in Civil Engineering, Road Construction or Shoring / Excavation Support
- Strong network within the construction and infrastructure industries
- Existing network with contractors & construction companies in the UAE or GCC
- Experience building and managing dealer or distributor channels in the region
- Self-driven, entrepreneurial mindset – you build things from the ground up
- Fluent English; Arabic is a strong advantage
- UAE-based with valid driving licence and flexibility to travel within the GCC

WHAT WE OFFER

- A defining role with full ownership of the regional market and strategy
- Competitive compensation package with performance-based incentives
- Direct access to Group leadership and strategic decision-making paths
- Premium Swiss products with proven performance for regional construction

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