



Gulf Business Development Manager

About us

Turquoise Mountain supports artisans and communities to protect and revitalise their heritage. Our work is rooted in the belief that cultural heritage has the power to transform lives. Founded in 2006 by His Majesty King Charles III, we work directly with artisan communities in Afghanistan, Myanmar, Saudi Arabia and the Levant. To date, we have supported over 11,500 artisans across 86 craft traditions, restored more than 170 historic buildings, and provided primary healthcare and education for artisans' families.

About the role

Turquoise Mountain is at an exciting stage of its development and is seeking to expand its B2B commercial partnerships and opportunities for artisans across the Gulf and internationally, with reference to the promotion of products developed with artisans as part of a Turquoise Mountain programme funded by Alwaleed Philanthropies.

Turquoise Mountain works with commercial partners and distributors around the world, working through our networks to secure opportunities for volume sales on behalf of artisans, and enabling a wider access to markets through building long-term B2B partnerships with customers and distributors over time. Our key products areas include jewellery, homewares, soft furnishings, fabrics and carpets, targeting the luxury and affordable luxury markets.

As our product range and community of supported artisans grows, the Gulf Business Development Manager will develop new commercial partnerships with distributors, designers, and retailers across interiors, cultural, hospitality, homewares and fashion sectors, to enhance and strengthen commercial opportunities and partnerships, with a particular focus on the Gulf region.



[TURQUOISEMOUNTAIN.ORG](https://turquoisemountain.org) | [@TURQUOISEMOUNTAIN](https://twitter.com/turquoisemountain)

Registered Office: Princes Exchange, 1 Earl Grey St, Edinburgh EH3 9EE

Turquoise Mountain Trust is a registered charity no. SC037343 and as a company no. SC299579

Key responsibilities

The Gulf Business Development Manager will lead the initial scouting and development of new commercial opportunities and partnerships within the Gulf and internationally, prioritising product ranges developed through the Alwaleed Philanthropies programme, in addition to Turquoise Mountain's broader product portfolio. Finding new commercial partners and customers for Turquoise Mountain products developed through the Alwaleed Philanthropies programme provides support and income to the artisans who create them.

This is a new role within Turquoise Mountain, and the Gulf Business Development Manager will be expected to build and develop new markets for Turquoise Mountain products in the Gulf and support its on-going growth and development.

- With the support of the global team, gain a detailed understanding of the Turquoise Mountain global artisan product and bespoke design offer and develop strong working relationships with team members across all countries TM operates in.
- Carry out a market assessment, identifying target market sectors, potential commercial partners and customers and in consultation with TM Commercial Director and central team members, develop a first-year sales and marketing plan.
- Develop a professional and polished commercial presentation of TM's product offer as well as its wider charitable mission.
- Develop a plan for first-contact meetings and presentations to potential partners and customers, ensuring relevant point of sale and promotional samples are available as appropriate to clients.
- As part of the sales plan, initiate contact with potential commercial partners and customers for Turquoise Mountain's product collections and design and manufacturing capacity.
- Drive new commercial relationships and sales through representing Turquoise Mountain at exhibitions, promotional and trade show events in the Gulf.
- Support with the delivery and logistics of exhibition, promotional and trade show events.





- In response to client requests, generate detailed and compelling proposals to secure new commercial orders and partnerships.
- Develop and maintain database of commercial partners, customers and prospects.
- Participate in regular coordination calls and ensure smooth hand over of initial opportunities to long-term commercial partner management by the TM global and local teams as appropriate.
- Other activities, tasks and planning as may be required as the role, partners and customer base develops over time.

Person Specification

We are looking for a dynamic, experienced and entrepreneurial Gulf Business Development Manager with a solid understanding of sales, developing enduring commercial partnerships development and with a passion for luxury artisanal products. You will have a strong appreciation for the unique characteristics of artisan products and their place in luxury markets, and the ability to represent Turquoise Mountain at the highest level to identify new commercial partnerships and opportunities across the Gulf and internationally.

Experience & Qualifications

Essential Experience

- Demonstrated success in developing and managing relationships with luxury retailers, interior designers, hotels, museum stores, galleries, or high-net-worth individuals within the Gulf region.
- Demonstrable experience and understanding of Gulf region luxury markets, consumer preferences, cultural expectations, and buying behaviours.
- Experience representing international or premium brands and communicating their heritage, craftsmanship, and unique value proposition.
- Proven track record of consistently achieving or exceeding sales targets and developing new business opportunities.

Preferred Experience





- Experience launching or expanding international luxury retail products.
- Experience working with luxury retail distribution, boutique operations, or premium wholesale channels.
- Experience working with handcrafted products, luxury home décor, furniture, fine art, collectibles, or bespoke lifestyle products.

Skills and abilities

- Excellent negotiation, presentation, relationship-building and networking skills, with the ability to develop effective working relationships at all levels.
- Strong commercial acumen with the ability to identify potential partners, market opportunities and execute strategic sales plans.
- Passion for luxury products, artisan craftsmanship, and authentic storytelling, with a strong appreciation for design, quality, heritage, and cultural authenticity.
- Self-motivated, entrepreneurial, and results oriented.
- High level of integrity, discretion, and professionalism when working with clients and other stakeholders.
- Excellent organisational, problem-solving and time-management skills.
- Ability to collaborate effectively with international teams while taking ownership of individual objectives and deliverables.
- An existing network of contacts within luxury retail, hospitality, cultural retail, homewares or design sectors in the Gulf region is highly desirable.
- Fluent in Arabic and English (spoken and written)
- Strong IT skills including use of MS Office suite (Teams; Outlook; Excel; PowerPoint etc.).

What we offer

The role is offered initially on a fixed-term basis for a period of 10 months, ideally starting November 2026. This is a fully remote role, with travel, you will need to evidence your right to work in your country of residence to be considered as we are unable to sponsor work visas.





The starting salary for this role is £38,500 per annum and this is based on full-time hours of 37.5 per week.

How to apply

To apply, please submit a current CV alongside a covering letter outlining how you fit the person profile, including your relevant experience. Please also address your motivation for the role in your cover letter.

Please combine your cover letter and CV as one pdf document.

Submit the document to **vacancy@turquoisemountain.org** with Gulf Business Development Manager [your surname]" in the subject line.

Please submit your application by no later than 17:00 UK on Friday 23rd October 2026.



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