

Business Development Manager (m/f) – Air Quality Solutions for Schools (UAE) / 100%

About IQAir

IQAir AG is a worldwide leader in measuring and improving air quality. We help people lead longer, healthier lives by protecting them from air pollution and allergens at home, at work and on the go. At our Swiss Technology Center we develop and produce IoT air measurement devices and air purification systems for private, public and clinical applications. Our customers are governmental agencies, schools, medical facilities, Fortune 500 companies, embassies and health conscious individuals in over 100 countries. Our mobile air quality -app AirVisual and air quality data platform is used by over 50 million people around the globe.

We are seeking a passionate and motivated Business Development Manager to lead our efforts in helping schools across the UAE monitor, understand, and improve their air quality. This role combines business development with educational and environmental impact — empowering schools to create healthier learning environments for students and teachers.

You will work closely with school administrators, facility managers, and education authorities to promote the adoption of air quality monitoring systems, establish best-practice protocols for indoor and outdoor air management, and drive partnerships that make clean air part of every child's right to learn safely.

Your Tasks

- Develop and execute a business development strategy focused on schools and educational institutions across the UAE
- Build and maintain relationships with school groups, education councils, and government stakeholders
- Present and demonstrate air quality monitoring solutions to decision-makers in schools and educational organizations

- Support schools in implementing monitoring systems, interpreting data, and creating action plans for air quality improvement
- Collaborate with health and education experts to develop protocols for protecting children from air pollution indoors and outdoors
- Identify and pursue opportunities for pilot projects, partnerships, and public awareness initiatives
- Represent the company at education, sustainability, and smart city events across the region
- Gather market insights, customer feedback, and policy updates to inform product and strategy development

Our Requirements

- Bachelor's degree in Business, Environmental Science, Engineering, Public Health, or a related field
- 3-7 years of experience in business development, ideally within education, environmental technology, or IoT-based solutions
- Strong communication and presentation skills, with the ability to engage both technical and non-technical audiences
- Understanding of air quality, environmental sustainability, or public health is highly desirable
- Proven ability to develop partnerships and close deals in an institutional or government setting
- Fluent in English; Arabic is an advantage
- UAE driving license preferred
- Only candidates currently residing in the UAE will be considered

Our Offer

- The opportunity to make a real impact on the health and well-being of children in the UAE
- Work with a global leader in air quality monitoring, clean air technology and environmental intelligence
- Competitive compensation, career growth opportunities, and meaningful work at the intersection of education and sustainability

Place of Work

0 Dubai, United Arab Emirates

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