### Job Posting details:

## **Market Development Manager**

Company name: LU SAFE LLC

Job location: Baku, Baku, Azerbaijan (Hybrid)

Closed 1 week ago, 228 views, 15 applicants.

**About LU SAFE LLC**: LU SAFE LLC is a leading provider of safety training, consultancy and engineering services, specializing in sustainable safety solutions for the construction, oil and gas, and energy sectors. We have developed strong partnerships and delivered exceptional training to companies like SOCAR, Princeps Legem, TTCB, Kirtrar and others, and now we are looking to expand our network further.

**Position Overview:** We are seeking a part-time Market Development Manager to help us establish new business partnerships with consultancy and training firms in Azerbaijan. These target firms already collaborate with clients in the oil, gas, and construction industries, and your role will focus on building relationships and securing agreements for LU SAFE to provide training, consultancy and engineering services through strategic partnerships.

## **Key Responsibilities:**

- Identify and contact relevant consultancy/training/engineering companies with existing clients in key industries.
- Present LU SAFE's training services and develop partnership opportunities.
- Build trust with key decision-makers and negotiate terms of cooperation.
- Maintain outreach activity and provide regular updates.
- Support preparation and follow-up of proposals, meetings, and agreements.

## Requirements:

- 2–3 years' experience in business development, partnerships, or client relations.
- Strong interpersonal and communication skills.
- Fluent in Azerbaijani, Russian and English (desirable)
- Self-motivated, reliable, and professional in managing outreach.
- Comfortable using LinkedIn, email, and WhatsApp for communication.

### **Compensation:**

- Part-time hourly base rate
- Performance-based commission for successful partnership deals
- How to Apply: Please send your CV and a short cover letter to: admin@lusafe.az
  For quick contact, reach out via WhatsApp: +994 51 771 17 25 (Nurlan Baghirov)
  Mention "Market Development Manager" in your message or subject line.

#### 1st round online assessment:

Dear Candidate,

Thank you again for your interest in the Market Development Manager position at LU SAFE LLC.

You have been shortlisted for the next stage of our evaluation process. As part of this step, we kindly ask you to complete a short-written questionnaire (8 questions) that will help us assess your mindset, character, motivation, and strategic thinking traits we value deeply in our team.

Additionally, please record and submit a 2-minute video responding to any 1 question of your choice. This will help us understand your communication style and authenticity.

#### Challenge Month & Compensation:

This step also begins a 30-day challenge period, which replaces a traditional interview. You'll be asked to take action and prove your ability to build real connections and partnerships.

Payment for the challenge month: 8000 Qatari Rials (net) or 3700 AZN.

Top performer will be offered a full-time role in Azerbaijan, with:

- the same base salary
- 10% share from net profit on each successful contract closed
- future opportunity to join LU SAFE's Middle East Expansion Project (Qatar)
- visa, travel, and accommodation covered when working in Doha

# Important Note:

This written task is a character and mindset evaluation—not a test of writing skills. Please answer honestly and in your own words.

Copied or AI-generated answers will not help you, as the 30-day challenge phase will clearly reveal true ability and commitment. We are looking for real people who can deliver real results.

- 1. Describe a time when you were faced with a situation that tested your honesty or professional ethics. How did you handle it?
- 2. Tell us about a time you worked independently with little supervision. How did you stay accountable?
- 3. What does loyalty to a company mean to you? Please justify your readiness to take the responsibility for your integrity.
- 4. If you were asked to open a new partnership in an unfamiliar market, how would you approach the first 30 days?
- 5. Give an example of a time you built trust with a partner or client. What was the challenge and how did you overcome it?
- 6. Have you resolved conflict in a professional setting before? How did you handle it fairly?
- 7. Share a high-pressure moment you managed. How did you maintain a positive mindset?
- 8. If you had access to LU SAFE's service list today, what would be your first action in the first 7 days?
- **Submit your answers and video to:**

admin@lusafe.az or by LinkedIn message.

iii Deadline: April 20, 2025.

Wishing you the best as you move forward into this exciting and hands-on selection phase with LU SAFE.

Best regards, Nurlan Baghirov LU SAFE LLC

www.lusafe.az

**W**hatsApp: +994 51 771 17 25