

Business Development Manager (m/f) Financial Services/Fintech

Reference number:2018-2760

Industry:Consulting

Location:Dubai / Vereinigte Arabische Emirate

Company description

Our German client is a consultancy offering consulting and business support services in the GCC region.

Job description

Your duties and responsibilities will include:

- Develop short and long term strategy to attract companies in UAE's financial services/fintech sector
- Execute strategy and report progress against defined KPIs/Targets
- Communicate international office strategy to relevant internal stakeholders
- Work together with other consultants to expand on presence in the UAE
- Coordinate with International Offices Director and develop strategy to achieve KPI's to attract maximum investment from the region
- Participate in marketing, pitching, and selling
- Keep close contact with businesses at local level to attract new inward high-quality investment from regional companies
- Assist in problem solving and help identifying potential new value propositions
- Provide market updates and economical developments in the geography of the office
- Coordinate VIP visits to the region
- Manage international Public Relations, seminars, tradeshow and roadshows
- Develop new investment value proposition
- Set clearly defined objectives, plan activities and projects well in advance and take account of possible changing circumstances and ability to come up with creative solutions

Requirements

To be successful in this role you should have the following skills and experiences:

- University degree in Business Administration or similar
- Minimum seven years of work experience in a related field would be advantageous
- At least two years of work experience in the UAE required
- Ability to communicate and collaborate effectively with all stakeholders
- Excellent sales and presentation skills
- Problem solving and building collaboration with external and internal stakeholders
- Work strategically to reach targets
- Identify and organize resources needed to accomplish tasks
- Manage time effectively and monitor performance against deadlines and milestones
- Ability to work independently with flexible working hours, and to manage complexity
- Strong self-motivation and decision making personality

If you are looking for a challenging position in a successful company, we look forward to receiving your application in English. Kindly apply online at ww.departer.com or send your updated CV to marie-christin.gabel@departer.com. Thank you.