

## 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, tradeshows 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 [www.departer.com](http://www.departer.com) or send your updated CV to [marie-christin.gabel@departer.com](mailto:marie-christin.gabel@departer.com). Thank you.