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BD Manager

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Company: Jaya Talent

Location: Dubai

Category: healthcare-practitioners-and-technical

Job Title:Business Development Manager (BDM) - Female Candidate Preferred

Location:Dubai

About the CompanyOur client is a decentralized ride-hailing platform with 30k+ drivers that utilizes blockchain technology to create a peer-to-peer network for drivers and riders. The platform operates on the token, which serves as the native currency for all transactions on the platform.

The primary goal of the company is to revolutionize the traditional ride-hailing industry by creating a more transparent, secure, and cost-effective system that benefits both drivers and riders.

The platform's seamless and personalized user experience is tailored to our needs and preferences, making it easy to use. Moreover, our community-driven governance model ensures that decisions are made in the best interest of its value creators, making the community feel heard and valued as users.

Responsibilities

Sales and Outreach: Engage in daily outreach efforts, utilizing LinkedIn, Twitter, and

Discord to connect with potential investors. Participate in calls to present offerings and convert leads into investors.

Networking: Attend local and international crypto events to forge partnerships and cultivate new leads. Engage with crypto communities globally to expand network.

Skills Required

Proven track record in successful sales or partnerships, with 2-5 years of experience.

Proficiency in utilizing LinkedIn, Twitter, and Discord for outreach.

Exceptional communication skills and the ability to establish meaningful connections.

Strategic thinking and effective negotiation skills.

Passion for Web3/Crypto technology and a forward-thinking approach to its potential.

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