

United Arab Emirates Jobs Expertini®

Business Development Executive

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Company: Filsnow

Location: , , United Arab Emirates

Category: other-general

Together, let's strive towards a sustainable future through responsible actions. For fintech companies, partnerships are not just business development — they are a critical enabler. We are looking for a Business Development Executive to join our team of change-makers. A candidate that is fast-paced and enthusiastic to use their knowledge and skills for the upliftment of society as a response to climate change and help building a sustainable world.

The duties of this role will involve but are not limited to: Generating and qualifying new sales leads through various lead generation methods Building long-lasting relationships with new merchants and partners Drafting engaging emails, memos, presentations, and other materials to communicate with various internal and external stakeholders, as well as lead operational support to the team Assist the sales team to set and track their Sales KPIs and think strategically about how to adjust them over time Building relationships with key strategic partners (Large Retail Groups, Platforms, Fintechs, E-Commerce, Corporates) Managing internal and partner stakeholders Ensuring project management and delivery against milestones

Required Skills: The desire to pursue a career in Fintech, and possess the drive & determination to thrive in a business development role Outstanding verbal and written communication skills, with an appropriate balance of professionalism and friendliness Focus and diligence – you must be able to prioritise multiple projects and responsibilities without letting things slip Are self-motivated, very detail-oriented with strong time management skills Are creative and possess good critical reasoning skills. You have the ability to thrive in a fast-paced, dynamic, and evolving work environment Strong negotiation and people skills. We work with many partners so the ability to connect with them and bring Tabby's

value proposition to life is essential A structured approach to your tasks, and a deep sense of ownership with the willingness and drive to challenge yourself and take on greater responsibility You are comfortable with a high level of autonomy over your own projects and task Facility to work from home full time- Great Work-life balance Sense of contribution towards society and contributing to the noble causes Excellent pay for the deserving candidates Flexible working hours so you can work when you're most productive In return, you'll gain the chance to jump on and shape a regional rocketship from an early stage. We are based in Dubai, UAE and welcome remote team members (non-sales) from across the planet. We hope that you'll be interested in joining us (a team of change-makers)! Together, we're rewriting the story of our planet. * You agree to receive marketing emails by subscribing to our newsletter.

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