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Business Development Executive Jobs In Sharjah | Deriv

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Company: Deriv

Location: sharjah

Category: other-general

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About the job

As our Business Development Executive, you'll engage with our Thai- and English-speaking affiliates to grow our affiliate networks. You will play a key role in sourcing, onboarding, and earning the trust of new affiliates, helping us grow our brand. This position involves occasional overseas travels to be a hands-on organizer in our affiliate trips and other partnership events, especially in the Thai subcontinent.

Your challenges

Identify new growth opportunities, prospects, and competitors via market research and data analysis.

Generate meaningful insights that help you to source, recruit, and support affiliates that are aligned with our values and business strategies.

Make data-driven recommendations to increase affiliate performance.

Monitor and analyse affiliate activity, using metrics such as the number of conversions per affiliate.

Devise branding, marketing, and messaging strategies to help affiliates improve their client acquisition and retention efforts.

Localise affiliate marketing tactics and promotional materials for designated markets to ensure maximum effectiveness and ROI.

Requirements

Degree in marketing, business administration, or a related discipline

Outstanding market research skills and a keen understanding of the consumer journey

Assertive, sales-driven personality and the ability to adapt quickly and achieve powerful results

Excellent spoken and written Thai and English communication skills

Knowledge and experience in the financial services industry

Passion for finance and technology

Ability to travel overseas when needed

What's Good To Have

IT knowledge or experience

Experience in affiliate marketing, growth hacking, and business development

Experience in using a wide range of digital marketing tools and affiliate management platforms

Benefits

Market-based salary

Annual performance bonus

Medical insurance

Housing and transportation allowance

Casual dress code

Work permit

A chance to work with top talent from across the globe (70+ nationalities)

Ample team-building and bonding activities

Great overseas travel opportunities

Benefits found in job post

Medical insurance

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