

United Arab Emirates Jobs Expertini®

Business Development Manager - Abu Dhabi

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Company: Qlub

Location: abu dhabi

Category: other-general

Business Development Manager - Abu Dhabi Business Development Manager - Abu Dhabi Qlub is bringing the dine-in experience to a new level with an ultra-fast payment solution. Everybody has experienced these annoying 20 minutes wasted waiting for the bill. With Qlub, it takes no more than 10 seconds to pay by simply scanning a QR code, paying with one click, and walking away. All this is possible even without the need to download an app. And if dining with friends, it has never been easier to split your bill. Restaurants should do what they do best: provide the most delicious food for their guests. We want to help them by removing the hassle of payment and increasing the turn-around for their tables significantly. Qlub received the fifth largest fintech seed funding round in Q1'22, and has grown exponentially ever since around the Middle East, Europe and APAC. Our Team We are a high performance team who uses a hyper-focused approach, encompassing the usage of extensive data analysis and market research, to ensure the most robust results on commercial prerogatives. Qlub's expansion team has a dynamic mission to drive complete demand for payments facilitated through NFC Tap/QR code scanning and increase adoption within restaurants for ultra fast payment solutions. As a Business Development Manager, you'll be responsible for: As a BDM at Qlub, you are a hunter with an existing strong network of table-service restaurants and significant lead generation and closing skills You are responsible for growing the user base community by on-boarding new restaurants to our platform You generate your own leads and can also manage your SDR team to help you identify key decision makers, arrange meetings and assist partners from the initiation of first contact until fully operational taking full ownership of your sales funnel You spend most of your time talking to restaurant owners,

waiters and restaurant managers, more often than not face to face in Abu Dhabi You build and generate insights from lead generation and sales reports to improve our sales processes and key metrics, like conversion rate You work closely with our onboarding team to ensure onboarding can happen as fast as possible You spend 10-20% of your time account managing the key accounts you closed to increase adoption and identify opportunities for further growth You support management with important strategic insights and recommendations based on reports & industry trends What We Are Looking For? Fluency in English is a must and Arabic would be an advantage In depth knowledge of financial services / SAAS / Payments Significant network of decision makers in the table-service restaurant industry in UAE that you can leverage and target immediately, Experience in sales and/or account management for B2B tech in the hospitality industry Strong entrepreneurial spirit - you want to build something big and have a measurable impact for your efforts. You are self-motivated and have a result-oriented mindset, you hustle to get things done and proactively find ways to reach and over achieve your targets Be part of an exciting, fast-paced environment, where you can grow the business from an early-stage start-up into a large organization Lead sales with high levels of freedom and responsibility Work with highly motivated people, enthusiastic about improving the customer experience at table-service restaurants

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