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Business Development Manager, Anghami Spotlight

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Company: Anghami

Location: abu dhabi

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Business Development Manager, Anghami Spotlight Business Development Manager, Anghami Spotlight We're a homemade startup with international swagger and over 120 million registered users. Based in Abu Dhabi with offices in UAE, Lebanon, Egypt and the Kingdom of Saudi Arabia We're the first Arab tech company to be listed on the New York Nasdaq stock exchange. We are the largest music and audio streaming platform in MENA We pride ourselves in our Users and our Product. We work hard every day to understand the needs and aspiration of our users. We believe that music is ambivalent: It is as social as it is personal. And so we aim at providing users with all the tools and features that grant them the full freedom to explore, share and connect through music. About Anghami Spotlight Anghami Spotlight, Anghami's offline events division, is the powerhouse behind large-scale concerts and original IPs across the MENA region. Acquired by Anghami in 2022, Spotlight has been making waves with major events around the MENA, particularly in the UAE. From original IPs, including 'Beat The Heat' summer festival, to mega concerts featuring iconic names like Amr Diab and other international sensations, Anghami is reshaping the entertainment scene. Anghami Spotlight is looking to expand its footprint by pitching original IPs to government entities, aiming to make a distinctive presence and unlock fresh revenue streams through strategic advertiser partnerships. About the Role & Responsibilities Collaborate closely with the creative team to ideate innovative event concepts that Anghami Spotlight can bring to life. Proactively pitch event ideas to brands, partners, and government entities, establishing impactful partnerships. Demonstrate expertise in managing relationships with artists and celebrities, ensuring smooth collaboration and

successful event execution. Liaise with the production team to understand talent costs and specifics around talent management. Develop comprehensive business plans for offline events, actively collaborating on the creation of detailed Profit and Loss statements (P&Ls). Work closely with financial teams to ensure accurate revenue projections, cost estimations, and overall financial viability, aligning closely with the goals of each project. Pitch and promote Anghami's diverse offline assets, including Anghami Lab – a cutting-edge rooftop venue in KSA. Create and develop scalable offline services-based products, strategically aligning with the Anghami Commercial team's objectives for effective sales opportunities. About You 4-6 years of experience in offline event sales Strong background in financial planning and event budgeting Experience in Media agencies is a plus Sales-focused mindset, with an eye on closing People-oriented with strong networking skills Good understanding of P&Ls and basic accounting Advanced Excel skills Active team player who thrives on teams.

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