

Business Development Manager Education Institutes

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Company: Marisa Peer

Location: dubai

Category: other-general

This position is fully remote/working from home. We are accepting candidates residing in Dubai. Salary: Flexible DOE Are you passionate about nurturing students self-awareness and self-development within the framework of their curriculum goals? Join Marisa Peers mission to revolutionise self-awareness and self-development in educational settings across Dubai and the GCC region. We are seeking a dynamic Business Development Manager to champion our RTT Schools Programme focusing on empowering students while aligning with teachers objectives.

Position Overview As the Business Development Manager for Educational Wellness Solutions you will spearhead our expansion into educational settings with a focus on Dubai and the broader GCC region. Reporting to the Chairman you will lead strategic initiatives to introduce our RTT Schools Programme to key stakeholders in educational settings fostering partnerships and delivering transformative wellness solutions tailored for students.

Key Responsibilities Develop and execute strategic business plans to position Marisa Peer as a leading provider of wellness solutions in educational settings targeting schools in Dubai and the GCC region. Conduct comprehensive market research to identify target educational institutions and understand their curriculum goals regarding students self-awareness and self-development. Cultivate relationships with school administrators teachers and education authorities to advocate for the implementation of our RTT Schools Programme aligning with teachers objectives for student growth. Lead contract negotiations with educational institutions ensuring alignment on terms pricing and deliverables and overseeing the documentation process for compliance and efficiency. Collaborate with internal teams to customise wellness offerings for students addressing their specific needs for

selfawareness and selfdevelopment within the curriculum framework.Stay informed about educational trends curriculum developments and regulatory requirements in the GCC region leveraging insights to enhance our offerings and maintain a competitive edge.Represent Marisa Peer at educational conferences seminars and networking events to showcase our expertise in wellness solutions for students and establish strategic partnerships.Skills & RequirementsMinimum 5 years of experience in business development sales or account management preferably within the educational sector.Familiarity with the educational landscape in Dubai and the GCC region with an understanding of teachers curriculum goals and workloadsStrong negotiation skills and experience in managing contracts with the ability to articulate the benefits of the RTT Schools Programme for students to educational stakeholders.Experience of working with government departments is helpful but not essentialResultsoriented mindset with a proven track record of meeting sales targets and driving revenue growth.Selfmotivated and proactive approach to identifying opportunities solving problems and driving initiatives forward.Ability to work effectively in a remote setting collaborating with crossfunctional teams and adapting to evolving business priorities.Fluency in English is required.

#J-18808-Ljbffr

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