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Business Development Manager | Jaya Talent Dubai

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Company: Jaya Talent

Location: Dubai

Category: other-general

Business Development Manager | Jaya Talent Dubai

Jaya Talent is a recruitment agency with HQ in Ukraine and Dubai, aiding startups from seed to IPO.

We are a decentralized ride-hailing platform with 30k+ drivers that utilizes blockchain technology to create a peer-to-peer network for drivers and riders. The platform operates on the token, which serves as the native currency for all transactions on the platform.

The primary goal of the company is to revolutionize the traditional ride-hailing industry by creating a more transparent, secure, and cost-effective system that benefits both drivers and riders.

The platform's seamless and personalized user experience is tailored to our needs and preferences, making it easy to use. Moreover, our community-driven governance model ensures that decisions are made in the best interest of its value creators, making the community feel heard and valued as users.

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Responsibilities

Fundraising: Collaborate closely with the CEO on fundraising campaigns, nurturing relationships with existing investors and partners.

Sales and Outreach: Engage in daily outreach efforts, utilizing LinkedIn, Twitter, and Discord to connect with potential investors. Participate in calls to present offerings and convert leads into investors.

Networking: Attend local and international crypto events to forge partnerships and cultivate

new leads. Engage with crypto communities globally to expand network.

Skills Required

Proven track record in successful sales, with 2-5 years of experience.

Proficiency in utilizing LinkedIn, Twitter, and Discord for outreach.

Exceptional communication skills and the ability to establish meaningful connections.

Strategic thinking and effective negotiation skills.

Nice To Have

Passion for Web3/Crypto technology and a forward-thinking approach to its potential.

Jaya Talent, a recruitment agency with HQ in Ukraine and Dubai, aiding startups from seed to IPO. At Jaya, we partner with VC-backed Tech Startups, recruiting the very best Executives and Tech Talent in the EMEA & APAC.

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?? – <https://www.linkedin.com/company/jayatalent/>
?? – https://www.instagram.com/jaya_talent/
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<https://www.youtube.com/channel/UCycN9WorUCr72kFA-JbHVTA>

?? – <https://twitter.com/JayaTalent>
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?? – <https://www.linkedin.com/in/blockchain-startup-recruitment/>

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