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Business Development Manager – META Region | ByteDance Dubai

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Company: ByteDance

Location: dubai

Category: other-general

Business Development Manager – META Region| ByteDance· Dubai

ByteDance is a global incubator of platforms at the cutting edge of commerce, content, entertainment and enterprise services – over 2.5bn people interact with ByteDance products including TikTok.

Founded in 2012, ByteDance’s mission is to inspire creativity and enrich life. With a suite of more than a dozen products, including TikTok, Helo, and Resso, as well as platforms specific to the China market, including Toutiao, Douyin, and Xigua, ByteDance has made it easier and more fun for people to connect with, consume, and create content.

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Why Join Us

Creation is the core of ByteDance’s purpose. Our products are built to help imaginations thrive. This is doubly true of the teams that make our innovations possible.

Together, we inspire creativity and enrich life – a mission we aim towards achieving every day.

To us, every challenge, no matter how ambiguous, is an opportunity; to learn, to innovate, and to grow as one team. Status quo? Never. Courage? Always.

At ByteDance, we create together and grow together. That’s how we drive impact – for ourselves, our company, and the users we serve.

Join us.

Team Introduction

In line with the globalization strategy and vision of the company, the Global Payments

team builds a platform to provide cross-border payment solutions for all ByteDance's products and services, that are growing rapidly worldwide. This is an exciting opportunity to make an impact on the global scale across all ByteDance's business usecases.

We seek a Middle East, Turkey & Africa (META region) focused BD manager for our Global Payment Network Business Development team. This role will contribute to the payment network's continued success worldwide. The new hire will play an integral role in driving key regional business development targets in the META region, while liaising and building strong connections with the META region BD team and other XFN teams.

Responsibilities

Act as a primary senior contact point in the META region for channel partnership development.

Develop regional payment strategies for business growth and risk management, in key markets including KSA, UAE and etc.

Ensure excellent communication and internal coordination to roll-out new services and enhance partnership, taking into account market specificity (regulation, competition etc).

Work closely with regional teams to understand local needs and proactively work on solutions to support business growth.

Liaise with HQ teams for commercial strategy, product development, risk management and other initiatives.

Conduct regular industry analysis and Business Intelligence research.

Qualifications

8+ years experience as a business professional at a payment/e-money institution, bank, fin-tech, financial regulatory agency, and/or internet companies managing payment services related functions.

Knowledge of the digital payment industry development and cultures of the META region and well connected to local and regional payment providers.

Experience in and understanding of payments, e-money or wallet products/services, banking functions, MSBs and/or merchant processing.

Strong balance of both strategic planning and active hands-on approach is a must. This will be a hands-on role with deep involvement in execution, leading from the front.

Must possess a can-do, entrepreneurial drive, focusing on solving problems creatively with a high level of energy. This is critical both as a cultural fit and based on the nature of internal business growth plans.

Demonstrate thought leadership, communication skills and team work spirit, market presence

relating to best practices and innovation.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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