

Business Development Manager – Motivate x Zakti

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Company: Motivate Media Group

Location: dubai

Category: other-general

Business Development Manager – Motivate x Zakti A global Creative Design Company specialising in culture and large-scale Museum, Exposition and Gallery projects is looking for a Business Development Manager who will manage, drive and deliver growth in line with the company's strategic plan and overall business goals. Type of projects will include specialist museum design, interior design, architecture, engineering sub specialities, technology driven interactives, curated research, and storytelling, revolving around content creation to elevate spaces by bringing together multi-disciplinary design specialities that will create immersive visitor journeys. As a Business Development Manager, you'll be pivotal in driving our growth and expanding our presence in the GCC region. Leveraging your deep understanding of the museum and placemaking industry along with local insights, you'll identify opportunities, build relationships, and secure projects that align with our vision and expertise.

Key Responsibilities: Strategic Business Development Initiatives: Spearhead nuanced strategies tailored for the GCC region, conducting market analysis, and setting actionable goals. Relationship Cultivation and Partnership Building: Forge robust relationships with stakeholders in the cultural and museum sectors, identifying collaboration opportunities. Market Intelligence and Trend Analysis: Stay ahead of trends and regulatory changes in the GCC region, translating insights into actionable strategies. Proposal and Presentation Development: Craft compelling proposals showcasing our expertise and alignment with client objectives. Industry Engagement and Thought Leadership: Actively participate in events and conferences to elevate our brand and establish thought leadership. Internal Collaboration and Feedback Integration: Provide insights to refine our

offerings and strategies, ensuring cultural attunement and market relevance. Qualifications: Proven experience in business development within the museum, gallery, exhibition, or placemaking industry. Strong understanding of the cultural landscape and industry dynamics in the GCC region. Fluency in local language(s) and excellent communication skills in English. Established network within the museum and cultural sectors in the GCC region. Strategic thinker with proactive problem-solving abilities. Bachelor's degree in business, Marketing, Arts Management, or related field. Advanced degrees or certifications are a plus. Motivate Zakti is a partnership with Zakti, Asia's leading strategic design practice for the creation and delivery of World Expo pavilions and museums. Motivate Zakti is a 360 design, content and technology division dedicated to crafting positive and impactful experiences. Motivate Media Group is the region's leading multi-platform content producer with a diverse portfolio of media interests comprising magazines, digital, social, video, exhibitions & events, cinema, books and OOH. If you're ready to be a strategic thinker, relationship builder, and market interpreter propelling our vision to new heights in the vibrant GCC region, apply now to be part of our dynamic team.

Passport Validity *MM slash DD slash YYYY
Summary of Qualifications *Are your educational certificates attested from the Ministry of Foreign Affairs in Dubai? *Yes/No
Summary of Trainings Attended *Yes/No
Do you have any children? *Yes/No
If yes, then how old?
What is your current visa status?
*Husbands/Fathers Sponsorship Visit Student Employment None of the above
Visa Expiry Date *MM slash DD slash YYYY
If you are currently employed, what is your notice period
Reasons for leaving current employer
What languages do you...
Speak Read Write Speak Read Write Speak Read Write
Do you have a UAE driving license?
*Yes/No
Any other driving license?
Current Package (Please confirm documentary evidence)
Do you know anyone who works for Motivate Media Group? *Yes/No
If YES, how?
Any additional information you would like to include to support your application?
Please list referees who can be contacted and their telephone number or email address.
How did you come to know about this vacancy?
LinkedIn Motivatemedia.com Word of mouth Others (please specify)
Upload CV / Resume *Accepted file types: pdf, doc, docx, Max. file size: 2 MB.
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