

# United Arab Emirates Jobs Expertini®

## Business Development & Operations Manager

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Company: Instashop

Location: , , United Arab Emirates

Category: other-general

Business Development & Operations Manager Business Development & Operations Manager Business Development - United Arab Emirates, AE - Full time - 921InstaShop, headquartered in Dubai, is the leading online marketplace for supermarkets, pharmacies, pet shops & other businesses in the Middle East. With a young & motivated team & an office resembling the ones of startups in San Francisco, InstaShop is the right company for individuals passionate about adding value within a fast-growing technology company. The Business Development and Operations Manager holds the responsibility of selecting and sealing a partnership with the best shop in each area. The Business Development and Operations Manager also plays a key role in raising and maintaining the shops performance through coming up with creative learning techniques and methodologies.

**Primary Responsibilities:** Build and maintain a comprehensive database of shops and contacts for the Northern Emirates in UAE Find new ways of approaching stores and convincing them to join InstaShop. Provide feedback towards improving the applications and the processes of the company. Prioritize the areas that require urgent improvement and have the max impact on company performance. Identify and assess the training needs of the shops & prepare monthly/weekly training schedules. Train shops on company policies, operating procedures & customer service protocols. Identify progressive tools and technology enablers that will improve operational procedures. Ensuring that all our technical solutions in the shops work properly (tablets, desktops, etc.)

**Requirements:** Excellent presentation and public speaking skills Superb clarity in communication Excellent organizational skills Problem solving, and plan execution skills Commercial & Technology awareness. Business bachelor/masters

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