

# United Arab Emirates Jobs Expertini®

## Channel Manager MEA | Payoneer Dubai

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Company: Payoneer

Location: dubai

Category: other-general

### Channel Manager MEA | Payoneer Dubai

Payoneer is the world's go-to partner for digital commerce, everywhere. From borderless payments to boundless growth, Payoneer promises any business, in any market, the technology, connections and confidence to participate and flourish in the new global economy.

The ideal candidate will be comfortable in a fast-paced, multi-tasked, high energy environment with an ability to deal with ambiguity. Candidate should possess both a strong business development and account management background that enables him or her to drive engagement with partners & stakeholders. He/she should also be a self-starter who is prepared onboard & programmatically manage partnerships spanning Logistics, ERP players, Ecommerce service providers and allied product & platform companies that offer SMB products to help Payoneer scale its business & market penetration. He/she should also be prepared to develop and execute against a high growth plan. This role provides opportunities to develop original ideas, approaches, and solutions in a competitive and ever-changing business climate.

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### What You'll Be Spending Your Time On

Build and grow a strong network of partners and affiliates with potential distribution channels.

Demonstrate ability to both identify key partner segments as well as drive channel partner recruitment & engagement to scale business growth.

Manage the top tier partners with regular communications, joint training and education

Build an integrated eco-system to support SMB's & Partners in MEA region.

Contribute strategic depth in driving new market development activities for MEA region.

Create & articulate compelling value propositions for Payoneer services in coordination with the local and global teams.

Regularly interact across functional areas with senior management or executives to ensure unit objectives are met

Develop long-term strategic relationships with key stakeholders

Strong quantitative, analytical and conflict resolution abilities

Don't miss out on this exciting opportunity – apply now at [dubaiofferz.com/#J-18808-Ljbffr](https://dubaiofferz.com/#J-18808-Ljbffr)

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