

# United Arab Emirates Jobs Expertini®

## Commercial: Head of Business Development (MENA)

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Company: Sparklo

Location: , , United Arab Emirates

Category: other-general

As a Head of Business Development at Sparklo, you will play a crucial role in driving our business growth and expanding our presence in the MENA region. You will be responsible for identifying and pursuing strategic opportunities, forging partnerships, and delivering revenue growth. We are looking for a highly motivated and experienced professional to join our dynamic team.

Conduct market research to identify potential growth opportunities, identify market trends, and competitive insights; Develop and execute a comprehensive business development strategy aligned with the company's goals and objectives in the MENA region; Identify, target, and acquire new clients, ensuring a strong sales pipeline through lead generation and prospecting activities; Build and maintain strong relationships with key clients, partners, and stakeholders to drive business growth and client satisfaction; Identify and negotiate partnerships and collaborations that can drive business expansion and revenue growth; Achieve and exceed sales targets, consistently delivering on revenue and profitability goals; Prepare and deliver compelling sales presentations and proposals tailored to client needs; Lead contract negotiations, ensuring favourable terms and conditions for Sparklo.

**Requirements** Bachelor's degree in Business, Marketing, or a related field (Master's degree is a plus); Minimum of 5-7 years of relevant business development experience in the MENA region, preferably in the technology, software, or related industry; Demonstrated success in achieving and exceeding sales targets and business development goals; In-depth knowledge of the MENA business landscape, market dynamics, and industry trends; Strong network of contacts and relationships with potential clients, partners, and stakeholders in the region; Excellent verbal and written communication skills in English and Arabic (additional

languages are a plus);Proficiency in negotiation techniques and contract management;Ability to develop and execute a strategic business development plan;Strong leadership and team management skills;Willingness and ability to travel within the MENA region.ConditionsAmbitious tasks with a technologically advanced product that society needsProspects for development and growth in an international companyYoung, friendly team, lack of bureaucracy, open managementIf you meet the qualifications and are eager to be part of a dynamic team driving business growth in the MENA region, we encourage you to apply. Sparklo offers a competitive salary and benefits package, along with opportunities for professional growth and development. Join us in shaping the future of our company and making a significant impact in the MENA market. Share this job opening Application: First name Last name Phone number Email Link to CV (If You Have One) Upload CV By applying to this job opening you confirm your consent to processing your personal data and accept Sparklo Privacy Policy

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