

United Arab Emirates Jobs Expertini®

Consultant Required for the United Arab Emirates in the Vertical Farming & Greenhouse Sectors

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Company: Redfox Executive

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Are you passionate about revolutionising agriculture through cutting-edge technology? Do you have a knack for building strategic partnerships and opening doors in the United Arab Emirates' thriving vertical farming and greenhouse industry? Look no further! Our client is a leading EU-based technology firm specialising in the design and development of advanced aeroponic technology and control software for greenhouses and vertical farms. Their innovative solutions are at the forefront of sustainable agriculture, empowering growers to maximise yields, conserve resources, and cultivate healthier crops. With an ambitious international expansion strategy, they are seeking a strategic and very well-connected Consultant to spearhead their expansion into the UAE market.

As their dedicated Consultant for the UAE Vertical Farming & Greenhouse Sector, you will:

Develop and execute a comprehensive market entry strategy tailored to the unique landscape of the UAE.

Cultivate and nurture relationships with key stakeholders, including industry leaders, government agencies, and potential clients.

Provide expert guidance and insights to inform product localisation and customisation efforts for the UAE market.

Identify and pursue partnership opportunities with local businesses and organisations to drive growth and adoption of our technology.

Conduct market research and analysis to stay abreast of industry trends, competitive intelligence, and regulatory developments.

Requirements:

Proven track record of success in business development, consulting, or sales within the agriculture or technology sector.

Deep understanding of the UAE agricultural landscape, with a focus on vertical farming, greenhouse operations, and agritech.

Exceptional communication and interpersonal skills, with the ability to engage and influence diverse stakeholders.

Strategic mindset with the ability to think creatively and solve complex problems.

Willingness to travel and work autonomously in a fast-paced, entrepreneurial environment.

To note, the role can be full or part time on a consultancy basis.

Join our client in shaping the future of innovation in agriculture and horticulture and making a meaningful impact on global food sustainability. If you're ready to leverage your expertise to drive growth and innovation in the UAE vertical farming and greenhouse sectors, we want to hear from you.

To apply, please submit your CV via this website or call **Max MacGillivray** quoting **Ref:5751** on **+44 (0) 1284 715055**

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