

United Arab Emirates Jobs Expertini®

Director - Commercial & Investment

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Company: Dubai Taxi Company

Location: Dubai

Category: healthcare-practitioners-and-technical

Job Title: Commercial and Investment Director

Company: Dubai Taxi Company PJSC

Location: Dubai, United Arab Emirates

Overview:

As the Commercial and Investment Director at Dubai Taxi Company PJSC, you will lead the strategic commercial and investment initiatives of the company, driving growth, profitability, and value creation.

This role requires a visionary leader with extensive experience in corporate finance, business development, and investment management, capable of identifying and executing opportunities to enhance the company's market position and financial performance.

Key Responsibilities:

Strategic Planning:

Develop and implement the commercial and investment strategy aligned with the company's long-term objectives, market dynamics, and regulatory environment.

Identify new business opportunities, market trends, and emerging technologies to drive innovation and sustainable growth.

Business Development:

Identify and evaluate potential investment opportunities, partnerships, and strategic alliances to diversify revenue streams and expand the company's presence in existing

and new markets.

Lead negotiations, due diligence, and structuring of investment transactions, ensuring alignment with corporate strategy and financial objectives.

Mergers and Acquisitions (M&A):

Evaluate potential M&A targets and assess their strategic fit, financial viability, and synergies with the company's operations.

Lead the end-to-end M&A process, including deal sourcing, due diligence, valuation, negotiation, and integration planning.

Financial Analysis and Modeling:

Conduct financial analysis, valuation, and scenario modeling to assess the feasibility and potential returns of investment opportunities.

Develop financial projections, investment memos, and presentations for senior management and board of directors.

Risk Management:

Identify and mitigate risks associated with commercial and investment activities, including market risks, operational risks, and regulatory risks.

Implement risk management frameworks and procedures to safeguard the company's assets and reputation.

Stakeholder Management:

Build and maintain relationships with internal stakeholders, including senior management, board of directors, and cross-functional teams, to align commercial and investment initiatives with overall corporate objectives.

Cultivate relationships with external stakeholders, including investors, financial institutions, government agencies, and industry partners, to support business development and fundraising efforts.

Performance Measurement:

Develop key performance indicators (KPIs) and metrics to measure the effectiveness and efficiency of commercial and investment activities.

Establish regular reporting mechanisms to monitor progress, evaluate outcomes, and communicate results to stakeholders.

Team Leadership:

Recruit, develop, and mentor a high-performing commercial and investment team, fostering a culture of excellence, collaboration, and accountability.

Provide guidance, coaching, and professional development opportunities to support team members' growth and success.

Qualifications:

Bachelor's degree in Finance, Business Administration, Economics, or related field; MBA or advanced degree preferred.

Minimum 10-12 years of experience in corporate finance, investment banking, private equity, or strategic consulting, with a focus on business development, M&A, and investment management.

Proven track record of successfully identifying, evaluating, and executing investment opportunities, including M&A transactions, joint ventures, and strategic partnerships.

Strong financial acumen, with proficiency in financial analysis, valuation techniques, and investment appraisal methods.

Excellent negotiation, communication, and interpersonal skills, with the ability to build rapport and influence stakeholders at all levels.

Strategic thinker with the ability to anticipate market trends, assess competitive dynamics, and formulate innovative business strategies.

Familiarity with local market dynamics and regulatory frameworks in Dubai and the wider UAE region is highly desirable.

Fluency in English; proficiency in Arabic is a plus.

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