

# United Arab Emirates Jobs Expertini®

## Expansion Manager - Middle East

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Company: Tether Operations Limited

Location: dubai

Category: other-general

We are seeking an Expansion Manager to help expand our global presence of Tether in the Middle East. The ideal candidate has a degree in Business/Management/Management Engineering (MBA preferred), strong analytical skills, and a proven track record of building successful partnerships and setting/monitoring KPIs. The role requires a proactive, independent, and well-organized candidate who can work in a fast-paced environment and is comfortable with ambiguity. The Expansion Manager will be responsible for identifying and pursuing new business opportunities, maintaining relationships with existing customers, and collaborating with internal teams to develop go-to-market strategies in the Middle East. International travel is required.

### Responsibilities:

Identify and pursue new business opportunities while maintaining and deepening relationships with existing customers. Understand the Company's solutions and effectively promote their adoption. Implement strategic initiatives and track KPIs to evaluate their success. Collaborate with internal and external teams to develop and execute go-to-market strategies that drive business growth. Conduct market research and analysis to identify industry trends, competitive threats, and potential growth opportunities. Manage relationships with external partners, including vendors, customers, and industry organizations, to support business growth. Develop sales and marketing collateral to effectively communicate the value of the company's products and services.

Deep knowledge of Middle East market and culture, including experience with the blockchain, fintech industry and especially trade finance. Thorough knowledge on how USDt is

adopted for trade finance deal and understanding of cross border settlements flows. Fluent english speaker, possibly also Arabic. Knowledge of Middle East regulatory and legal environment in relation to digital currencies. BSc. / MSc. in Business / Management / Management Engineering (MBA preferred). Strong communication, presentation, negotiation, and business / financial planning skills. Entrepreneurial / founding experience will be considered a plus. Strong project, relationship, and networking management skills. Strong analytical skills to identify market opportunities, analyze data, and make informed decisions. Proven ability to build successful partnerships with external stakeholders. Experience in setting and monitoring KPIs to evaluate business performance and drive growth. Ability to work in a fast-paced, collaborative environment with adaptability to change. Comfortable working with ambiguity and prioritizing efforts. History of establishing and maintaining relationships with customers that translated into improved financial success and market share growth. Willingness to travel internationally across Middle East and Globally when required. Cross-cultural competence and experience in the fintech industry. Result-oriented mindset with a strategic, analytical, and innovative thinking approach.

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