

United Arab Emirates Jobs Expertini®

Fintech Legislative Affairs and Regulatory Strategy, Senior Director Role

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Company: The MENA Catalysts, Inc.

Location: , , United Arab Emirates

Category: other-general

Context

The MENA Catalysts is a government relations strategy firm for fintech and crypto multinationals. The firm is looking for a senior director of fintech legislative and regulatory affairs, for global clients, expanding in the Middle Eastern economies. The selected candidate will develop Web3 and fintech regulatory strategy proposals for elite clients; author presentations, write focused actionable reports, and drive licensing and market expansion for international companies. The role is full-time in person, in Dubai with periodic travel.

“What you’ll get” from The MENA Catalysts

Meet among the world’s most interesting, most ambitious high-tech companies, the Middle East’s biggest newsmakers

Opportunity for revenue sharing within completing first 18 months of service

Self-education allowance of \$1,500 USD per annum after every 12 months of service to be spent on whatever you think will help you grow -- because we believe in self-development and turning into a 'learning organization' here too.

Office goodies. Team Lunches

Potential to climb the career ladder is high.

Key Responsibilities

Management

Develop regulatory strategy on Middle Eastern for global fintech, AI, and Web3 unicorns.

Responsible for the management and delivery of Middle Eastern strategy and intelligence projects

Lead Middle East market expansion for fintech multinationals and regional business-government relations.

Managing Upwards to firm leadership — Distill and drive project tracking and reporting to TMC leadership on progress, changes or bottlenecks, to ensure that milestones and goals are being met.

Planning

Synthesize ambiguous Middle East regulatory challenges of global fintech and new media companies expanding in the Middle East; form hypotheses with practical ways to solve them.

Lead organization of complex information into clear takeaways and recommendations using both qualitative and quantitative methods

Translate corporate priorities into clear work scope, division of roles, project budgeting and project governance.

Develop work plans, project delivery process, schedules, and delegate tasks for junior project managers, internally (strategy consultants, interns) and externally (subject matter experts, contractors/consultants).

Align with the CEO, making sure the scope is high impact, feasible and practical.

Project Execution – Drive project implementation day-to-day

Lead the structuring of insights for both client projects and occasionally TMC Thought Leadership.

Provide analysis on information gathered in compelling, engaging style

Draft research memoranda

Develop intellectual capital on key themes to raise the firm's profile

Prepare business proposals and client presentations

Quality assure the work of third-party contractors/consultants

Conduct final review, ensuring projects are delivered on time and to the highest standards

Present findings and recommendations to clients and manage their concerns

Promptly answer client questions, concerns on a daily/weekly basis.

Problem-Solving

Arrange, and drive high level meetings with government stakeholders to understand their policy priorities and concerns to troubleshoot/solve client problems.

Resolve project issues as they arise, including difficulty finding information, miscommunications, and allocation of resources for instance.

Provide constructive feedback to team members. Supervise and edit their submissions before deliverables are sent to clients.

Essentials

Experience in turning complex subjects into digestible prose

10 years of experience performing in complex negotiations, digital assets, commodities, financial, and banking as an international regulatory expert and or legislative consultant.

Worked with international companies to provide valuable regulatory and legislative services

Passion for developing business

Organizational and time management skills. Arrange, prioritize and execute multiple projects and assignments systematically

Emotional Stability — You are a calming force under pressure.

Strong leadership, teamwork skills, and interpersonal skills. Ability to lead, organize and motivate staff to accomplish goals.

Native-level equivalent English — Communicate effectively with staff, clients, suppliers in person and in writing in a clear, professional manner.

Advantageous

Extensive startup experience

Preferred field(s) of study: International business legislative and regulatory affairs

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