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Company: BingX

Location: dubai

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Growth Business Developer | MENA | BingX Dubai

Founded in 2018, BingX serves over 5 million users worldwide, and offers diversified products and services, including spot, derivatives, copy trading, and asset management.

One of the head cryptocurrency exchanges!

An international digital service financial institution with branch offices in North America, Canada, the EU & Singapore.

One of the top 10 cryptocurrency trading platforms!

A crypto social trading exchange that offers spot, derivatives and copy trading services to more than 100 countries worldwide.

Access to the fast-growing cryptocurrency market connecting them with expert traders through an investment platform.

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Responsibilities

Formulate business development plans, assist the team to complete the introduction, negotiation, cooperation and signing of business cooperation projects

Contact, negotiate and close profitable deals with potential KOL

Support KOL and design special campaigns to increase KOL trading volume

Build partnerships with key opinion leaders or crypto projects, promote cooperation with each other

Conduct research to identify new markets and customer needs

Build long-term relationships with new and existing KOL/clients

Requirements And Skills

1-5 years of proven working experience as a business development manager or a relevant role

Experience in channel development, market development

Deep understanding of crypto markets is a plus

Proficiency in English and Local language

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