

United Arab Emirates Jobs Expertini®

Manager (Credit Risk & Collections) | talentX {growth through people} Dubai

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Company: talentX {growth through people}

Location: dubai

Category: other-general

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We are an elite team of consultants and expert advisors who have a deep expertise in scaling people & talent functions in high-growth tech companies.

The General Manager for the UAE will lead our operations, strategy, and business development efforts in the region. This role requires a unique blend of traditional credit risk and collections expertise with a keen understanding of digital products and the fintech landscape. The ideal candidate will drive OUR growth, operational excellence, and product innovation within the UAE market.

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Key Responsibilities:

- Strategic Leadership: Develop and execute strategic plans to expand company’s presence and operations in the UAE.
- Operations Management: Oversee daily operations, ensuring efficiency, quality, and compliance with local regulations.
- Business Development: Identify and pursue new business opportunities, partnerships, and collaborations with financial institutions and other relevant entities.
- Team Leadership: Build, mentor, and lead a high-performing team to achieve business objectives.
- Credit Risk and Collections: Apply extensive knowledge in credit risk management and collections to enhance our product offerings and operational strategies.
- Product Development: Work closely with the product team to tailor company’s solutions

to the UAE market, ensuring they meet local needs and compliance requirements.

–Customer Relations: Establish and maintain strong relationships with clients, stakeholders, and regulatory bodies.

–Market Insights: Continuously monitor market trends, competitor activities, and regulatory changes to adapt strategies accordingly.

Qualifications:

–Proven experience in credit risk management and collections, preferably in the UAE.

–Strong understanding of digital products and the fintech ecosystem.

–Exceptional leadership skills with experience in building and managing teams.

–Solid background in business development, with a track record of growing operations and revenue.

– Excellent communication, negotiation, and stakeholder management abilities.

–Strategic thinker with the ability to execute plans effectively.

–Bachelor's degree in Business, Finance, or a related field; MBA or equivalent is a plus.

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