

Manager Partnerships| talabat Dubai

[Apply Now](#)

Company: talabat

Location: dubai

Category: other-general

Manager Partnerships| talabat Dubai

When you think of food delivery in the MENA region, we'd be pretty surprised if talabat didn't pop into your mind first! Since delivering our first order in Kuwait in 2004, we've grown quite a lot over the past 17 years.

As the Manager Partnerships B2B Development, you are responsible for achieving clear B2B BD targets

Manager Partnerships| talabat Dubai | [Apply Now](#)

as well as running the day-to-day operations of the B2B BD team

You are a professional specialized in developing and implementing large-scale commercial/strategic

relationships with major organizations in accordance with Talabat overarching regional B2B objectives,

strategic goals, and strategies

It means you look for new B2B Business Development opportunities and commercial partnerships,

develop the relationships and craft commercial win-win agreements.

You ensure these are delivered in the best possible way. You don't stop there, you, together with an

analyst, analyze results, and improve the relationship and results where possible.

You work closely with the BD Strategy Director, sales team, marketing team, and product & tech teams

digital team to build solutions and ensure operational excellence

What's On Your Plate?

Develop and maintain (new) long-term regional strategic B2B Business Development partnerships

with companies in all sorts of industries

Build our product based on your knowledge of the potential industries and the business to identify

major opportunities

Ensure that there is a pipeline of new potential strategic partners based on the set-out B2B focus

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Manager Partnerships| talabat DubaiNeurologistjobs Jobs dubaNeurologistjobs ↗](#)
2. [Manager Partnerships| talabat DubaiEnergyjobs Jobs dubaEnergyjobs ↗](#)
3. [Manager Partnerships| talabat DubaiCeojobsJobs dubaCeojobs ↗](#)
4. [Manager Partnerships| talabat DubaiBlockchainjobs Jobs dubaBlockchainjobs ↗](#)
5. [Manager Partnerships| talabat DubaiMaxillofacialjobs Jobs dubaMaxillofacialjobs ↗](#)
6. [Manager Partnerships| talabat DubaiMinneapolisjobs Jobs dubaMinneapolisjobs ↗](#)
7. [Manager Partnerships| talabat DubaiCloudjobsnearme Jobs dubaCloudjobsnearme ↗](#)
8. [Manager Partnerships| talabat DubaiHoustonjobsJobs dubaHoustonjobs ↗](#)
9. [Manager Partnerships| talabat DubaiProductmanagementjobs Jobs dubai Productmanagementjobs ↗](#)
10. [Manager Partnerships| talabat Dubai Contentwriterjobs Jobs dubaContentwriterjobs ↗](#)
11. [Manager Partnerships| talabat Dubai Videoplatformjoblistings Jobs dubai Videoplatformjoblistings ↗](#)

12. **Manager Partnerships| talabat Dubai LondonjobscentralJobs dubai Londonjobscentral** ↗
13. **Manager Partnerships| talabat Dubai Ridesharingindustryjobs Jobs dubai Ridesharingindustryjobs** ↗
14. **Manager Partnerships| talabat Dubai Resume-score Jobs dubaResume-score** ↗
15. **Manager Partnerships| talabat Dubai Londonjobs Jobs dubaLondonjobs** ↗
16. **Manager Partnerships| talabat Dubai Neurologistjobs Jobs dubaNeurologistjobs** ↗
17. **Manager Partnerships| talabat Dubai InstallationjobsJobs dubaInstallationjobs** ↗
18. **Manager Partnerships| talabat Dubai GuatemalajobsJobs dubaGuatemalajobs** ↗
19. **Manager partnerships| talabat dubai Jobs Dubai** ↗
20. **AMP Version of Manager partnerships| talabat dubai** ↗
21. **Manager partnerships| talabat dubai Dubai Jobs** ↗
22. **Manager partnerships| talabat dubai Jobs Dubai** ↗
23. **Manager partnerships| talabat dubai Job Search** ↗
24. **Manager partnerships| talabat dubai Search** ↗
25. **Manager partnerships| talabat dubai Find Jobs** ↗

Source:<https://ae.expertini.com/jobs/job/manager-partnerships-talabat-dubai-dubai-talabat-1968-29214/>

Generated on: 2024-05-03 by Expertini.Com