

Manager Partnerships| talabat Dubai

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Company: talabat

Location: Dubai

Category: other-general

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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

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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

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