

United Arab Emirates Jobs Expertini®

Market Development Associate (UAE)

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Company: Joby Aviation

Location: Dubai

Category: healthcare-practitioners-and-technical

We all want to spend less time commuting and more time living. At Joby Aviation, we're making that possible with our pioneering electric aircraft. It's a faster, cleaner, and quieter way to carry people through their lives. Founded in 2009, Joby Aviation is reimagining mobility by designing, manufacturing, and operating an all-electric vertical takeoff and landing (eVTOL) aircraft. Joby is the global leader in eVTOL, and now has its eyes set on its first international launch markets, starting with Dubai in the United Arab Emirates. Headquartered in California, Joby is a globally recognized, public company with diverse teams spanning multiple continents. Most recently, Joby signed a definitive agreement with Dubai's Road and Transport Authority (RTA) that will provide Joby with the exclusive right to operate air taxis in Dubai for six years, and will position Dubai as a world leader in electric aerial ridesharing. Join us as one of the founding members of the UAE team on a mission to transform the Middle East for a greener future.

Overview

Joby Aviation is seeking an analytical self-starter to join as a founding member of Joby's Dubai office. This individual will play a pivotal role in shaping the company's global go-to-market playbook and in launching Dubai's first ever air taxi service.

As the first market development associate, you will work directly with Joby's Middle East General Manager to prepare the Dubai market for a successful market launch. This will

include supporting strategic initiatives, streamlining go-to-market processes, conducting market analysis, building presentations, and managing key stakeholder relationships.

The person in this role should have a high degree of interpersonal skills and a track record of program management, solving complex problems, and operating in ambiguous environments.

This full time role is located in Dubai, UAE and remote work will not be permitted. 20% travel is expected.

Responsibilities

Collaborate with Joby's UAE General Manager and Sr Flight Operations Manager in the planning and eventual launch of Joby's Dubai air taxi service

Support the GM in developing & maintaining relationships with key stakeholders, including government agencies, industry partners, and potential customers

Conduct market research to identify potential business opportunities and market trends in the urban air mobility sector

Prepare presentations for key internal and external stakeholders, showcasing Joby's unique value proposition for the MENA region

Work directly with Joby's marketing & product team on the development and execution of market entry strategies, including identifying target markets and customers, and managing local community engagement efforts

Stay up-to-date with industry developments and competitor activities to inform strategic decision-making

Support the GM and Sr Flight Operations Manager in managing internal and external communications effectively

Collaborate with the operations team to prepare for local test flights , including coordinating on the ground logistics

Assist the GM with administrative tasks to help streamline overall processes and drive forward strategic initiatives

Required

Bachelor's degree or equivalent experience

3-5 years of professional experience post-graduation

Entrepreneurial mindset suited for a lean team & fast-paced environment

Strong cross-functional collaboration skills

Proven track record as a relationship builder and clear and effective communicator

Analytical mindset with the ability to interpret data and draw insights

Strong organizational skills and adept at streamlining processes with first principles thinking

Proven ability to build presentations and financial models

Fluent in Arabic and English

Able to travel up to 20% of the time, including to the United States

Legally able to work in Dubai, UAE, or have the ability to be sponsored for a work visa

Desired

Experience in the aviation or aerospace industry

Knowledge of regulatory frameworks and policies related to urban air mobility

Experience on the founding team of a high growth startup

Broad experience across the MENA region, not just Dubai

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