

United Arab Emirates Jobs Expertini®

Membership Manager

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Company: Emirates Shipping Association

Location: Dubai

Category: healthcare-practitioners-and-technical

Emirates Shipping Association is looking for a talented Membership Manager to serve as the first point of contact for internal and external stakeholders of the association.

An industry connected by the sea, the Emirates Shipping Association connects maritime stakeholders together, bringing a global perspective to the regional maritime industry.

From issues of safety to sustainability to embracing new platforms and innovations, the association offers our members a shared voice to shape the future of the industry.

As the new Membership Manager, you will take ownership of membership acquisition and retention and account management while supporting the association in attaining its long-term objectives.

You will be strongly involved in various activities led by the association and collaborations, including strategic development planning and working with all members, which will give you the opportunity to build a strong network not limited to the Middle East region.

Areas of Focus

Leads on membership acquisition and engagement activities

Project management and ownership of activities, events, and initiatives

Proactively plan and execute a strategic membership model

Cultivate sustainable relationships and potential sponsorship opportunities

Identify and expand into new markets

Handling membership administrative transactions and databases

Complying with regulations and procedures

Your Professional Skills

Relevant education in business, marketing, or similar

Minimum 3 years of experience from a similar position

2+ years experience in shipping / maritime industry or with NGOs

Experience in sales / business development / fundraising/ partnerships is an asset

Experienced user of Microsoft Office, acquisition tools (SF Navigator, Rocket Reach etc.)

Must be fluent in both written and verbal English. Additional languages is an advantage.

Your Personal Skills

Structured approach to projects and tasks

Strong communicator

Proactive and solution-oriented

Pragmatic with a practical approach

Adaptable, flexible, able to take initiative and prioritise among competing demands

Ability to work at an incredibly fast pace

Ability to work effectively under time constraints and deadlines

High level of cultural sensitivity and awareness with ability to work in a multi-cultural setting

Good use of initiative

High attention to detail

Excellent relationship-building skills

Excellent stakeholder management skills

At Emirates Shipping Association, Governance is a Key

Incorporated through the Ministry of Community Development, the mandate of the Emirates Shipping Association is to follow global maritime best practices under the local laws and policies as outlined by the Ministry of Energy and Infrastructure and the Dubai Maritime City Authority.

The Association is a proud member of the International Chamber of Shipping and we work in tandem to share knowledge and insights, and develop best practices in the maritime sector.

The Emirates Shipping Association is registered under Federal Law No. 2/2008 Concerning Public Benefit Associations and Civil Society Organisations.

Application

We encourage you to read more about the company at <https://7emirates.co/>

We look forward to receiving your application no later than **8th March 2024**

In case you encounter any problems when uploading your application, please contact the HR recruitment team at [HIDDEN TEXT]

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