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Partnerships Lead | Chainlink Labs Abu Dhabi

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Company: Chainlink Labs

Location: abu dhabi

Category: other-general

Partnerships Lead | Chainlink Labs Abu Dhabi

Chainlink Labs is the leading provider of secure and reliable Web3 services that have enabled trillions of dollars in transaction value across DeFi, insurance, gaming, NFTs, and other major industries. Chainlink Web3 services enhance smart contracts by connecting them to real-world data sources and off-chain computation across any blockchain and provide global enterprises with a universal gateway to all blockchains. Chainlink Labs is dedicated to the development and integration of Chainlink as the industry-standard Web3 services platform connecting the world to blockchains.

As the Partnerships Lead – MENA at Chainlink Labs, you will be instrumental in expanding our presence and driving strategic partnerships in the Middle East. You will serve as the external face of Chainlink Labs, representing the company at major events and acting as the key relationship owner for major partnerships and alliances.

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Deep Understanding of Web3 and Blockchain: Comprehensive knowledge of Web3 technologies, including blockchain protocols, smart contracts, and decentralized applications (dApps).

Proven Partnership Building: A track record of successfully initiating, negotiating, and closing strategic partnerships and alliances, particularly within the Middle East region. Showcase metrics such as the number of partnerships established, deal size, and the resulting revenue growth.

Industry Expertise: In-depth understanding of the Middle East market landscape, including key

trends, regulatory frameworks, and the adoption of blockchain technology within the region.

Strong Network: A well-established network within the Web3 and blockchain ecosystem, including connections with industry leaders, startups, developers, and influencers in the Middle East. Highlight the size and strength of your network as a metric.

Effective Communication: Exceptional verbal and written communication skills, enabling you to represent Chainlink Labs convincingly in public forums and major events. Showcase your ability to articulate complex concepts and value propositions related to Web3 and blockchain.

Preferred Qualifications

Languages: Proficient in English and Arabic

Leadership Experience: Previous experience leading a team or function, overseeing strategy development and execution in a dynamic and fast-paced environment.

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