

United Arab Emirates Jobs Expertini®

Partnerships Lead - MENA

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Company: Chainlink Labs Inc.

Location: united arab emirates

Category: other-general

About Us Chainlink Labs is the primary contributing developer of Chainlink, the decentralized computing platform powering the verifiable web. Chainlink is the industry-standard platform for providing access to real-world data, offchain computation, and secure cross-chain interoperability across any blockchain. Chainlink Labs helps power verifiable applications for banking, DeFi, global trade, and gaming by collaborating with some of the world's largest financial institutions, notably Swift, DTCC, and ANZ. Chainlink Labs also works with top Web3 teams, including Aave, Compound, GMX, Maker, and Synthetix. Chainlink Labs was ranked in Newsweek's 100 Most Loved Workplaces 2023 in both the United States and United Kingdom. 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. Your Impact

1. Drive high-volume meetings and engagements with potential partners across various partner types, including blockchains, funding sources (Venture Capital, Sovereign Wealth, Family Office), Consumer Bridge targets (HNWI, trading firms, crypto funds), high-potential BUILD partners, industry bodies, and regulators.
2. Sign MOUs and partnership agreements to develop a robust mid-funnel pipeline of potential partner deals, ensuring a steady flow of opportunities.
3. Coordinate and promote Chainlink Labs' presence at major regional events, industry forums, and community meetings. Support the localization of key collateral to align with market expectations and enhance brand recognition.
4. Develop a market strategy based on meeting activities, pipeline development, and brand-building efforts. Outline focus

entities, target markets, opportunities, and required resources to capture the potential of the Middle East market

Requirements

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.

All roles with Chainlink Labs are global and remote-based. Unless otherwise stated, we ask that you try to overlap some working hours with Eastern Standard Time (EST). We encourage you to apply regardless of your location.

Commitment to Equal Opportunity

Chainlink Labs is an equal opportunity employer. All qualified applicants will receive equal consideration for employment in compliance with applicable laws, regulations, or ordinances. If you need assistance or accommodation due to a disability or special need when applying for a role or in our recruitment process, please contact us via this form.

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