

# United Arab Emirates Jobs Expertini®

## Project Associate – New Businesses

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Company: Instashop

Location: united arab emirates

Category: other-general

Project Associate – New Businesses New Businesses - United Arab Emirates, AE - Full time - 918 InstaShop, headquartered in Dubai, is the leading online marketplace for supermarkets, pharmacies, pet shops & other businesses in the Middle East. With a young & motivated team & an office resembling the ones of startups in San Francisco, InstaShop is the right company for individuals passionate about adding value within a fast-growing technology company. The Project Associate is one of the crucial and impactful roles in our company and we take great pride in the quality of team members that hold this role. With a very ambitious plan to conquer the Middle East on demand grocery market, the Project Associate is the first point of contact with our valued partners, the shops. The Project Associate holds the responsibility of selecting and sealing a partnership with the best shop in each area

Primary responsibilities

- Extend the network of affiliate shops
- Build and maintain a comprehensive database of shops and contacts for the U.A.E.
- Find new ways of approaching stores and convincing them to partner with InstaShop
- Assist and Cooperate with other Business Development team members
- Provide feedback towards improving the applications and the processes of the
- Devise business development techniques and tactics
- Plan, organize, and execute business development programs
- Share insights and activities of competitors with Field Marketing Analyst
- To use the InstaShop services as per the company policies in order to provide feedback on how to improve the service Requirements
- Superb clarity in communication
- Excellent written, and verbal communication skills in English.
- Able to quickly adopt and take advantage of seemingly unfavorable
- Business or engineering related bachelor/masters preferred

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