

Sales & Business Development Manager MENA (Influencer Marketing)

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Company: Nexoom

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Role Overview

Joining **Nexoom** as a **Sales & Business Development Manager** for the MENA region you will be reporting to the Commercial Director. In this role, you will contribute to our growth activities by identifying new commercial opportunities and overseeing commercial efforts with the current Commercial team.

We are **bridge between** creators, organisations, and brands!

You will be expanding and growing the Nexoom business in the region, keeping up to date with trends and market conditions to provide strategic advice to upper management. You will maximise opportunities for generating revenue, profit, and sustainable growth.

If you possess a hunter mentality and have a passion for business development, influencer marketing, and streaming, and you're eager to be part of a transformative journey, we welcome and encourage talented individuals with direct experience in influencer marketing to join our sales and business development team.

Sounds like a challenge that you want to pursue, then read on, apply, and inspire us!

Responsibilities

Focus on sales delivery by understanding **Nexom's** products and services, working with a coordinated sales plan to achieve divisional budget targets, and strategic objectives.

Strategically prospect for new leads and capitalise on opportunities based on market trends and industry deals.

Prepare reports on client interactions and sales activities.

Proactively seek, hunt, and recruit new deals across verticals for campaign execution.

Prepare sales propositions, plan sales approaches, and conduct high-level contract talks and negotiations.

Lead sales pitches with both international and domestic clients to understand objectives, build relationships, and secure revenue.

Continually develop relevant sales prospect lists using market trends, exceptional product and industry knowledge, and a deep understanding of brand marketing.

Collaborate with the Marketing team to develop key value propositions, product opportunities, sales materials, and data/insight analytics to ensure robust and compelling sales propositions.

Your Skills and Experience

Minimum 3 years of experience selling **digital entertainment gaming industry**, **influencer marketing** talent sponsorship, marketing campaigns (SME).

Ideally coming from **marketing** **media agency** as a Senior Sales Executive/Senior Sales Manager or Senior Business Development Manager with proven results.

Proven international sales experience, including the development of a sales pipeline and achievement of targets and KPIs, with proven case studies.

Prospect, investigate, and open new conversations with new potential brands (through LinkedIn, events, calls, emails...).

Highly motivated and self-driven individual with a structured and strategic approach.

Analytical and data-oriented, with a strong business acumen.

Extremely organised, with hands-on experience using CRM software.

Excellent communication and negotiation skills, ability to interact successfully with decision-makers.

Strong business English; Arabic language is a plus.

BSc/BA in business administration, finance, or relevant field; MSc/MA is a plus.

Benefits

Remote Friendly & Flexibility

Relocation for the right candidate

Be part of a growing team

Wellbeing support

Fitness allowance

Premium Health insurance

Generous vacation

Continuous Training & development of soft & technical skills

Yearly Team Building Event in a new city

Virtually surrounded by Great People!!

About us

We are a digital entertainment company on a mission to become a global leader in entertainment. We use our media, content, technology, products, and online services to achieve our mission:

To empower creators by connecting them with viewers and brands on a global scale.

We aim to inspire through our actions and positively impact the world! Collaborating with some of the leading entertainment companies worldwide, we have a global portfolio of influencers generating close to 1 billion monthly views and using our in-house technology, we bring the right experience in front of the right audience at the right time.

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