

Senior Business Development Executive (EOR) | Recruitment Room Dubai

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We are looking for a Senior Business Development Executive – EoR to develop and manage strategic partnerships and alliances with organisations that can complement and strengthen our EoR (Employer of Record) offerings remotely. This role requires a deep understanding of the EoR industry, excellent networking skills, and a track record of successfully nurturing and closing prospects to drive revenue and other growth metrics.

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What does the job involve

Identify and Evaluate Partnerships: Identify potential EOR clients looking to hire remote employees in Africa, assess their compatibility with our services, and evaluate their potential impact on our business.

Inform the go-to-market strategy: create and execute GTM strategies to achieve company goals, including revenue growth, geographic expansion, and service enhancement.

Negotiate Agreements: Lead negotiations with potential clients to establish mutually beneficial agreements, including terms, pricing, and collaboration details.

Relationship Building: Cultivate and maintain strong relationships with existing and prospective clients, acting as the main point of contact and ensuring ongoing collaboration and success.

Market Analysis: Stay updated on market trends, competitors, and industry developments to identify opportunities and competitive advantages.

Collaboration with Cross-Functional Teams: Work closely with marketing, legal, and

operations teams to ensure seamless implementation and execution of service-level agreements.

Performance Tracking: drive the key performance indicators (KPIs) and track individual performance, providing regular reports and recommendations for improvement to the line manager.

Qualifications

Bachelor's degree in business, marketing, or a related field.

3+ years experience in global business development and management, preferably in the Employer of Records or HR outsourcing industry.

Strong understanding of global employment regulations and compliance.

Exceptional negotiation and communication skills.

Strategic thinking and the ability to identify and pursue growth opportunities.

Track record of meeting sales revenue targets.

Data-driven with the ability to prioritise in a fast-paced organisation and constantly identify the highest-value partners and activities

Ability to work independently and collaboratively in a fast-paced, dynamic environment.

Proficiency in CRM software and Microsoft Office Suite or Google Workspace.

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