

# United Arab Emirates Jobs Expertini®

## Senior Manager Supply

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Company: Deliveroo Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

Responsibilities:

- Craft a coherent “the future of supply” vision for the UAE & Qatar – you will help drive the long-term roadmap, rider strategy, and demand generation for how we approach supply in the future.
- Responsible for developing and executing rider acquisition and engagement strategies for achieving business objectives.
- Lead the implementation of our hiring workflow in all markets and assure compliance with local laws.
- Evaluate, prioritize, and close strategic partnership opportunities.

Long-term supply planning - work with Finance & Strategy teams to forecast longer-term demand which will impact rider kit purchases & future rider marketing spends strategies.

Supply Model business owner – Develop, improve and own our local supply model.

Strategic insights – Build analyses and insights to better understand short-term and long-term developments and opportunities for improvements in our Rider Supply.

- Building and testing new onboarding models - help craft experiments and models to be piloted throughout the UAE & Qatar to determine optimal supply process.
- Ensuring we hit supply targets in all country regions - by monitoring every stage of supply processes to ensure we have the right size fleet in every region. Develop region-level intervention plans where needed.
- You will be responsible for setting the local rider marketing strategy and working with the central team in the UK to execute it.
- Improving the effectiveness of conversion processes - whether it's improving our comms or offering targeted incentives, increase conversion rates at every step.

Work out data-driven strategies as well as unique and out-of-the-box initiatives to drive conversion.

- Autonomously design, set up, and track all processes related to rider onboarding - including target-setting, onboarding velocity, efficiencies, right-to-work compliance and kit

logistics, etc. • Leverage strong numerical, problem solving, and analytical skills to identify any issues in time • Provide effective and tailored communication to influence external and internal stakeholders

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