



## **Misk x Tamara - Future Leaders Initiative**

### **Business Development Consultant - Saudi Arabia (Riyadh)**

#### **Job Brief:**

- Drive new business by identifying, qualifying, and developing new partnership opportunities for Tamara.
- Collaborate closely with Partnerships Managers, Partner Success, and Marketing teams to strategize creative outreach campaigns and determine priority of outreach based on potential impact.
- Manage the first stages of the Business Development pipeline by performing initial outreach and nurturing leads through various inbound channels, including phone, email and social media.
- Drive new client acquisition, revenue, and market share in the e-commerce industry to meet / exceed quota.
- Engage potential partners about their goals, challenges, and educate them on the value of Tamara.
- Develop best practices and efficient processes for growing our merchant partner base.
- Contribute significantly to Tamara's growth as we scale our core business and product.

#### **Candidate Profile:**

- Bachelor's in Business Administration, Marketing or related field.
- Graduated in 2019, 2020, or later.
- Experience of 0-1 years in Sales, Account Management, Marketing etc., or a desire to pursue a career in Sales and Business Development.
- You need to embrace challenges and be willing to work hard to achieve audacious goals.
- Excellent communication skills and fluency in Arabic and English.
- Ability to work across different teams, stakeholders, and ability to influence.
- Detail oriented and analytical in approach.
- Creativity and strong critical reasoning skills, and the ability to thrive in a fast-paced, dynamic, and evolving work environment.
- Good presentations skills and knowledge of PowerPoint.