

Director of Business Development Job Specification

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Arvoia | About Us

Arvoia are passionate about what we do, founded in 2014 we are continuing to create the most powerful behavioural cloud in our market space. We work in a space which merges the discrete disciplines of behavioural economics, customer insights and artificial intelligence to provide the travel, mobility and telco industries with leapfrog technology and products to dramatically improve business performance. We are a successful high growth technology company with offices in Kerry, Dublin and soon Dubai and are actively looking to grow our team with the right blend of skills and experience. Our approach, centred around a behavioural framework for customer understanding, makes this a unique opportunity for a **Director of Business Development** based in our new Dubai office to lead our business expansion across hospitality, travel, mobility and telco.

Our partnerships cover Online Travel Agencies, Car Rental companies, telcos, Auto OEM's, state bodies and mobility companies. A prime example of this is our multi-year partnership with Travelport to transform their entire car hire business scaling up to 2 billion transactions a month through our cloud-based content & distribution solution. Other examples of our work are with Telcos and Municipalities to offer ride sharing and transit services for social and environmental considerations and contextual based offers & services to drive engagement and revenue.

Our technology, our team and our products are gaining global acclaim for our innovation and approach. Every new team member is carefully selected to ensure not only that Arvoia will continue to disrupt the travel and mobility industry but that each individual has a clear path to grow and develop within the role.

At Arvoia we believe in an environment where we respect the intrinsic worth of individuals, where people have the courage to do the right thing, and have the support to make a positive impact on our customers and each other.

These core values permeate every aspect of our company and decision making; we are looking for talented Individuals to who embody these values in their behaviour.

Director of Business Development (Dubai Based) | Job Description

This is an incredibly exciting new position for an experienced Dubai based Business Development expert.

Reporting to the Chief Executive Officer, the Director of Business Development will be responsible for identifying and developing new business opportunities for the company's Behavioural cloud and prediction business across MEA and West Asia. This will require the individual to build strong relationships and networks with key stakeholders, leaders and decision makers at senior levels across our target markets.

Director of Business Development responsibilities within Arvoia:

- Close deals.
- Support the company in formulating a long term Business Development Strategy.
- Establish the Regional Business Development function working closely with the company's CEO by setting the company's regional business development vision, mission, goals, strategies and deliverables based on the company's objectives and budget.
- Champion the company's growth initiatives across the region by leading the company's initiatives to expand its footprint within the region starting specifically within the UAE.
- Keep abreast of new developments in the industry and competitive strategies and developments at a regional level.
- Develop and maintain close and effective relationships and networks with both existing and potential new clients in all the countries, as well as linkages with international partners.
- Use every opportunity available to promote the company's profile, image and brand by participating in trade fairs, exhibitions, promotions and all other such business development and brand awareness initiatives.

- Represent the company at international forums whenever required.

Director of Business Development | Skills & Experience

Key skills & experience:

- A Closer
- Bachelor's Degree or its equivalent in Science, Marketing and Business Administration or any other related field.
- At least eight years of experience in international business development at a senior level within the region.
- Demonstrable track record of success in developing and fostering key relationships at a senior level across our target sectors of hospitality in particular but also mobility and telco.
- Demonstrable track record of business development, increasing sales and contracts, preferably in our target sectors.
- Very strong communication and negotiation skills, high degree of commercial awareness, with business acumen.
- Ability to work and interact with senior executives including at board level, a high degree of initiative and ability to work independently.

Director of Business Development | Salary / Reward

This position is open to Dubai residents and existing visa holders, it attracts a competitive salary and reward structure and an attractive and open working environment and opportunities for career development and growth.

To Apply

To apply, please send your CV and cover letter to careers@arvoia.com