

Job Description

Head of Business Acquisition

Head of Business Acquisition would be responsible to lead Tougly Business Acquisition Strategy, which at a high level includes Business Acquisition, Business Retention, Business Development, Business Experience, Business Risk Appetite Strategy, Business Education and Business Value Management.

The person would serve as an expert on development of long and short-range strategic Business acquisition plans for the company's growth.

The person will be responsible for driving growth and revenue from Business across product lines. In addition to organic growth, this position will develop relationships with channel partners to meet Business acquisition targets as required. As a subject matter expert (SME), guides senior executives on the potential direction of growth markets.

- The role would be reporting directly to the CEO of Tougly and would be based in UAE.
- The jobholder would be responsible to setup and expand the team across Middle East and in international markets.
- Engage with multiple stakeholders including Government, Channel Partners, Regulators and other internal teams.
- Closely work with Risk & operations team for smooth Business onboarding.
- Responsible for market research, analysis and development of strategic insights based on environment/ country knowledge
- Develop creative, innovative business models and approaches that result in the capture of new business for Tougly.
- Ready to travel on need basis both within UAE and outside UAE.
- Other tasks and duties as assigned by management.
- Assist in day-to-day operations of the office as required.
- Execute 'Special projects' as assigned.

All information provided will be checked and may be verified.

Experience/Skills Requires

- 5-10 years Experience in business development or corporate sales in Financial Industry.
- Candidates must be legally authorized to work in UAE.
- MBA/Business Development graduation or post graduation degree.
- Understanding of supply chain, working capital and Invoice financing.
- Understanding of existing financial instruments in Middle East Market.
- Should already have a network of SME/MSMEs/Blue Chips Companies
- Motivated, Self Start, Ready to work in startups, Understands the opportunities and risk of startup