



Enabling Smart Cities

Accelerate your career with Manarati as Head of Business Development & Partnerships (f/m)



Our Team

Manarati is an agile and high-performance driven startup. We are looking to further expand our business and step into new challenges for growth by building a software and operations team in one of the most exciting future oriented fields: **Smart Cities**



Your Profile

- University degree preferably in a sales, advertising, marketing, or business related subject
- Minimum of 5 years experience in direct sales, selling custom hardware and software
- Excellent communication & presentation skills with a strong client orientation
- Passion for the energy industry
- Entrepreneurial mind-set
- Ability to adapt to dynamic settings
- Experience in working in multi-cultural teams
- Fluency in English and preferably another language



About Manarati:

We are Manarati.

Our vision is to be the Smart City Enabler of the Middle East region.

Founded by innogy International Middle East in 2017, we provide a portfolio of Smart Lighting poles, nodes and a smart city software solution, enabling communities and cities to collect insightful and actionable data to enable smart city services. We believe that our planet will be a better place when we create a sustainable world in which people live and work in. Together with you we want to embark on this journey and establish a world-class innovative product developed in Dubai - **WE ARE ENABLING SMART CITIES!**



Your Tasks

- Manage the sales cycle from start to finish: prospect, identify opportunities, negotiate and secure sales deal
- Develop and maintain a strong relationship with clients and entities (RTA, DEWA, DoE)
- Work closely with existing and new partners to widen the range of hardware that could be connected/integrated with Manarati

Connect with us!

Our Career page:

<http://manarati.com/careers/>

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