



MENA New Business Partnership Manager (Middle +)

WN Talents

Job Overview

Location: Dubai, United arab emirates
Address: ОАЭ, Дубай
Website: <https://talentsingames.com/>

Description

WN Talents is in search of a **MENA New Business Partnership Manager** for a client.

Our client help businesses grow through smart, creative, and data-driven advertising solutions. As an official partner of Google, TikTok, Snapchat Amazon they work with brands to create impactful campaigns that drive results.

With a team of 60+ digital experts, and a portfolio of over 100+ worldwide clients, they stand at the forefront of digital transformation.

We're hiring a New Business Partnership Manager to lead client acquisition and revenue growth in the UAE, KSA, and the wider MENA region.

In this role, you will play a pivotal part in driving our sales efforts, forging strategic partnerships, and expanding our client base. You'll be working with digital-first clients across verticals such as E-commerce, App-first, Fintech, and Travel.

You'll own the full sales cycle — from identifying opportunities and pitching solutions to closing deals and ensuring a smooth handover to the Client Solutions team.

This role is a great fit for someone entrepreneurial and results-driven, who thrives in a fast-paced environment, has a strong understanding of performance marketing tools.

Key Responsibilities

- Drive new business growth across E-commerce, App-first, Fintech and Travel brands in the UAE, KSA, and wider MENA region.
- Manage the end-to-end sales cycle: pipeline management, prospecting, pitching, proposals, negotiations, and closures.
- Build and maintain senior-level relationships with both clients and agencies in UAE and KSA.
- Consistently achieve and exceed ambitious sales and revenue targets.
- Maintain disciplined pipeline and CRM management for accurate forecasting and reporting.
- Collaborate with the account management team on onboarding new advertisers and providing digital insights aligned to client industries and KPIs.
- Stay ahead of market trends to identify new opportunities in digital and performance marketing.

What We're Looking For

- 5+ years in digital advertising / media sales, with extensive experience across both UAE and KSA.
- Proven track record of selling TikTok, Amazon Ads, Snapchat, and Google GMP solutions.
- Strong network of client and agency decision-makers in UAE and KSA particularly across leading brands.
- Excellent communication, presentation, and negotiation skills.
- Fluent in Arabic and English (mandatory).**
- Entrepreneurial mindset, comfortable working in a fast-paced, growth-driven environment.
- You reside in Dubai or Riyadh**

What We Offer

- A remote-first, globally distributed team.
- A driven and collaborative team who are passionate about what they do, support one another, and grow together.
- Corporate events at least once a year, giving you the opportunity to connect with your teammates in person.
- Corporate English lessons and speaking clubs with colleagues from around the world.
- Private health insurance to keep you covered and cared for.

Last updated: 24.10.2025