



Head of New Services (Middle East)

About the company

[Spotta](#) is a Cambridge (UK) based Ag-tech startup commercialising its patented technology in the precision agriculture space. We help farmers and foresters to save their assets (farms, forests) from insect damages thereby increasing productivity while reducing pesticide use and saving money. With our automated monitoring service, our customers are able to focus on the core value adding activities they specialise in - growing crops and nurturing forests.

Learn more about us [here](#).

Job summary

We are seeking a strong business development leader who is passionate about shaping and scaling a high impact global program.

We have a technology solution that promises to solve one of the biggest and most complex challenges faced by the government bodies involved in agriculture in the Middle East region. The role will involve working with such strategic public sector customers directly and through local partners to drive adoption.

Our ideal candidate will have sold an enterprise solution (on PaaS/IaaS business model) to a government body in the UAE, Saudi Arabia, or one of the other GCC countries, in an individual contributor role.

What you will do

You will be the single threaded leader for a high impact global program in the Middle East region driving adoption of your program while relentlessly improving quality, design, and delivery. You will:

- manage the key existing accounts (and partner relationships) with a clear focus on driving the public sector engagements through the pipeline stages.
- recruit, train and manage a handful of local partners to co-sell and deliver the solutions to end customers (public bodies).
- interface with external stakeholders (customers and partners) on one hand and internal stakeholders (leadership, sales, marketing, product, customer success, operations, R&D, finance, and legal) on the other.



- break down complex problems and make quick and thoughtful decisions. You will anticipate bottlenecks, make tradeoffs, and take an acceptable level of risk to maximise business benefits.

Basic qualifications

- 5+ years of work experience with solid career progression in B2G business development.
- Track record of selling an enterprise solution (PaaS/IaaS model) to public bodies in the Middle East region - preferably the UAE or Saudi Arabia.
- Demonstrated ability to engage with senior executives to close and execute large, highly technical strategic co-development projects.
- Ability to communicate effectively in Arabic and English.
- Willingness to travel up to 50%.

Good to have

- Experience working with agriculture, food security or environment departments in the relevant ministries in UAE and Saudi Arabia.
- Existing working relationships with senior stakeholders in the above mentioned or equivalent organisations.
- Demonstrated ability to articulate complex concepts and communicate effectively with non-technical audiences.
- Entrepreneurial and self-sufficient: work with little oversight delivering high-quality results and driving own agenda with sufficient urgency.
- Comfortable with building relationships, identifying buying patterns and best practices and developing strategies for growth.
- Experience working with channel or alliance partners to co-sell and deliver a program to solve customers' business needs.

Location

- The role is based out of Cambridge, United Kingdom
- But for a good candidate, we are open to considering a Dubai or Abu Dhabi base.

How to Apply

- Please send your CV to ekansh.mittal@spotta.co