



## Business Development Manager - Dubai



**Location:** LVL Downtown DXB, & WFH



**Job Type:** Permanent



**Start Date:** September

### About LVL:

We have a simple mission at LVL: to create a happier, healthier world.

A digital wellbeing platform that caters to everyone's needs, regardless of their current state of wellbeing or where they work. LVL is a B2B app, and digitally enabled physical wellbeing hubs. Offered by employers for their employees to keep them engaged and give them the tools to prioritize their health & wellbeing, ultimately impacting productivity, engagement, and retention in a time when this is many organizations' most significant challenge.

Whilst our client and member base is truly global, our operations are centered in Dubai, and our engineering team in Canada. Our award-winning product and offering are built on a set of values that put our teams' wellbeing and growth first. We are a fast-paced, open-minded adaptable organization, excited by the challenge and opportunity in front of us.

### The role:

We are seeking an experienced, driven, and passionate Business Development Manager to join and grow our commercial team at LVL. This role will be instrumental in driving our business growth in the UAE.

This role will involve identifying new business opportunities, establishing and deepening relationships with key decision-makers, and driving sales of our wellbeing value proposition.

Joining a dynamic & motivated Enterprise Sales Team on a mission to be the best enterprise sales team there is. Every team member is passionate about bringing

technology and services to the wider wellbeing ecosystem and showing corporations how it can impact their business for the better.

This role requires the individual to work independently with limited supervision, face and solve difficult problems and influence others in the job area wider business. You will report directly to the **Head of Sales**.

### Your day-to-day:

- You will take to market category-defining, to be market-leading and a one-of-a-kind value prop for employee wellbeing
- Identifying, researching, and reaching out to potential new clients to increase our market share
- Building and maintaining strong relationships with key decision-makers within target companies
- Owning a sales quota for your region, and executing strategic sales plans that meet or exceed your revenue and growth targets.
- Representing LVL at industry events and conferences, presenting our value proposition, and driving brand awareness.
- Collaborating closely with internal teams, including product development and marketing, to ensure our solutions meet the evolving needs of our clients.
- You will be active & "in the room" supporting your colleagues wherever required in client activity and deals; you know what it takes to put together & win strategic deals and can lead by example every step of the way.
- You will be highly disciplined, comfortable with the diligent use of CRMs and automation tools, and use them and processes to facilitate your success.



- You will direct the flow of information for sales activities and transactions (including leads, contracts, etc.) and evaluate data, plan, and ensure goals are met and potential problem areas are identified and mitigated.
- 440AED p.m. wellbeing allowance
- Competitive salary based on experience: range from 17,000AED to 25,000AED

#### **What we're looking for:**

- You love people, human interactions, and consultative style sales
- Experience within a startup environment, where you've been a key player in a team that created a success story
- Ability to think creatively, act instinctively and not be afraid to make mistakes
- A hands-on, hard-working, progressive individual who is a forward-thinking problem solver with high standards of operational excellence
- Ability to communicate effectively with team members in multiple locations/time zones and from multiple backgrounds
- Ability to gain the trust and confidence of others quickly, at all levels of seniority
- Experience in fields such as well-being, health insurance, HR solutions and similar is valued.

#### **LVL Benefits:**

- Unlimited access to the LVL platform & LVL studios (for yourself, friends & family)
- Comprehensive medical insurance via LVL's group policy (Cigna)
- Unlimited paid time off
- 4.5 day working week & Recharge Fridays (the last Friday of every month off!)