



<https://threekg.com/jobs/business-development-executive-hybrid/>

Business Development Executive (Hybrid / Dubai)

Description

We're looking for a driven Business Development Executive to help grow our client base in Dubai and across the GCC. You'll be responsible for building a strong pipeline, converting opportunities into signed business, and creating long-term relationships with brands and decision-makers. This role is ideal for someone who understands the creative/marketing industry and can confidently sell strategy-led creative services—especially branding and campaign work.

Responsibilities

- Identify, qualify, and convert new business opportunities in Dubai and the GCC.
- Build and manage a steady pipeline through outreach, networking, partnerships, and referrals.
- Lead the full sales cycle: prospecting, meetings, proposals, negotiation, and closing.
- Collaborate with strategy, creative, and production teams to shape strong proposals, scopes, and timelines.
- Maintain strong relationships with prospects and clients, ensuring trust and long-term partnership potential.
- Track market trends and competitor activity to spot opportunities and sharpen positioning.
- Ensure smooth handover from sales to delivery teams for a strong kickoff and client experience.
- Report regularly on pipeline progress, forecasts, and performance.

Qualifications

- 3+ years of business development or sales experience, preferably in a creative, marketing, advertising, branding, or production agency.
- Proven track record of meeting targets across pipeline generation, proposals, and closing.
- Strong understanding of selling agency services, including branding, content, campaigns, social, and production.
- Existing UAE or GCC network and ability to build relationships with decision-makers (marketing heads, brand managers, founders, procurement).
- Strong negotiation and communication skills, with confidence in client presentations and pitch meetings.
- Ability to write and structure proposals, scopes, and commercial decks in collaboration with internal teams.
- Familiarity with UAE market dynamics, procurement processes, and retainer-based services is a plus.
- Arabic and English proficiency is a plus (depending on target clients).

Skills

- Proven experience in business development, sales, or account growth—preferably within a creative, marketing, advertising, branding, or production agency.
- Strong understanding of how to sell branding services (identity, brand strategy, brand systems) in addition to campaign and content work.

Hiring organization

3KG

Employment Type

Full-time

Industry

Digital Marketing and Advertising

Job Location

Dubai, Dubai, UAE

Working Hours

8 Hours

Date posted

January 14, 2026

Valid through

05.07.2025

- Excellent communication, negotiation, and relationship-building skills.
- Ability to confidently present capabilities, structure solutions, and tailor proposals to client needs.
- Comfortable working in a fast-paced, collaborative environment with multiple stakeholders.
- Strong organization skills with clear reporting and pipeline discipline.
- Existing network in Dubai/GCC is a strong plus.

Job Benefits

- Profit share linked to performance and business impact
- Health insurance
- Hybrid working flexibility in Dubai
- Professional development opportunities
- A collaborative, supportive team culture
- Exposure to a wide range of industries and regional clients