

PROJECT MANAGER – TECHNOLOGY PORTFOLIO REPRESENTATIVE

Position based in Dubai or Istanbul from September 2022

MIDDLE X - Advanced technologies accelerator was funded with the mission to connect people and technologies, in order to digitize and automate a decarbonized industry. To date, we have built a portfolio of tech companies composed by unicorn, scale-up and SMEs. With two offices located in Dubai (UAE) and in Istanbul (Türkiye), MIDDLE X is growing-up its local community composed by governments, leading industrials and corporates with 2 specialties: Industry of the future (4IR) & Retailtech – Fintech.

Our goal is for MIDDLE X to be the best platform for Tech companies to start and grow their business in the Middle East and Türkiye. We are looking for someone who shares that ambition and has the passion and expertise to achieve it.

MIDDLE X supports technology providers to grow their business internationally. We connect them to local corporates in our regions with:

- Technology related expeditions: 3 months online “business acceleration program” with one immersion week in UAE or Türkiye.
- Supporting local corporates in the sourcing of technologies
- Investor relations: identification of investment opportunities into international companies.

Our latest technology expeditions will be Industry 4.0 (UAE), Construction & PropTech (UAE) and Retailtech – Fintech (Türkiye). We have partnered with the leading corporates of the region and a coalition of strategic partners representing key parts of the value chain (governments, energy producers, manufacturers, asset owners, banks, retailers, services providers). Together we are creating **the ultimate platform to connect technology providers and corporates in the Middle East and Türkiye.**

In order to support the growth of the activity, MIDDLE X is actively looking for several Project Managers for internships positions of 3 to 6 months minimum.

Want to know more? Please visit www.middlex.io or write us.

What you'll do?

Middle X is hiring Projects managers – Technology portfolio representative. The role will require activating & building relationships with our local community of corporates and industrials. Candidates should have outstanding people skills, hustle, resilience, deep empathy with our

portfolio representatives and a high curiosity for technology and digitization in Industrial and Services sectors. You will also work with our new customers through the Technology expedition online programs and beyond to help with defining their international business development strategy, formulating their story, assisting with the creation/review of marketing materials, and supporting them in BtoB meetings.

Your main responsibilities:

To support the team in two missions:

- Daily support to our portfolio teams to access decisions makers and business opportunities. The support will be done at both strategic and operational levels.
- Organization and logistics of events

Technology portfolio representative:

- To promote extensively our portfolio technologies to as many contacts as you can
- To guide and to support our customers every step of the way towards identifying business opportunities and/or key decision makers. This includes but may not be limited to:
 - o define their business development story/strategy
 - o reviewing and honing their marketing materials (pitch deck, financial model, dataroom)
 - o building a pipeline of prospects and projects
 - o planning and attending meetings
- To activate and to grow our local network and to arrange meetings for our portfolio teams with the local business community: Key accounts, Distributors, Partners, Government entities, services providers.
- To represent our portfolio technologies at BtoB events, fair trades, networking events, etc.
- To ensure the proper implementation of your actions in the CRM.

Events organisations:

- Your support will be also expected in the preparation of digital and physical events.

What you'll need?

To demonstrate relentless energy and passion for connecting people, finding opportunities, building relationships, scheduling meetings and organizing events.

You must be fluent in English. Arabic or Turkish are a big plus but not essential.

Benefits:

Growth: Work with and meet exceptional talents. Learn faster than you ever have before

Autonomy and flexibility: Pragmatic vacation and flexible office

Rewards: To be discuss privately.

Application deadline and contact:

These positions are based in Dubai or Istanbul, at the earliest for a period of 3 to 6 months minimum.

Those interested in this recruitment offer are invited to submit their application file (curriculum vitae, cover letter) in electronic version to: contact@middlex.io

Only shortlisted candidates will be contacted for an interview.

DO YOU BELIEVE IN PEOPLE AND TECHNOLOGIES?

JOIN US!