

International Voice business development Manager, Dubai

We are seeking an entrepreneurial and strategic leader to establish and grow our Voice Business in Dubai from the ground up. This is a unique opportunity to shape a new business unit, drive market expansion, and create a sustainable growth platform within a dynamic international environment.

The successful candidate combines strong commercial acumen with solid technical understanding and has the ability to identify opportunities, build strategic partnerships, and execute growth initiatives with a high degree of autonomy. Experience in telecommunications, particularly within voice services, carrier relations, wholesale telecommunications, or related fields, is highly desirable.

A key responsibility of this role will be managing the transition of existing business activities between organizational units. The ideal candidate must therefore be highly credible, diplomatic, and capable of building trust across customers, partners, and internal stakeholders. Success in this position requires the ability to influence decision-makers, navigate complex stakeholder environments, and drive change through collaboration, transparency, and conviction.

Key Qualifications

- Proven ability to build, develop, and scale business operations from inception.
- Strong commercial mindset combined with technical understanding.
- Telecommunications industry experience, ideally in voice, wholesale, carrier, or international telecom environments, is a significant advantage.
- Existing relationships and an established network across telecom operators, carriers, partners, and industry stakeholders are highly welcome.
- Strategic thinker with the ability to identify market opportunities and translate vision into tangible business results.
- Exceptional business development, negotiation, and relationship management skills.
- Strong stakeholder management capabilities with a track record of earning trust and gaining commitment in complex environments.
- Fast learner with excellent analytical skills and the intellectual agility to quickly absorb new technologies, products, and market dynamics.
- Candidates with limited telecom-specific experience will be considered if they demonstrate outstanding learning capability, commercial instinct, and the potential to rapidly develop industry expertise through structured onboarding and training.
- High level of integrity, professionalism, and personal credibility.
- Self-motivated, resilient, and comfortable operating independently in a fast-paced and evolving environment.
- Fluent English is required. Additional languages, particularly Arabic or other international languages, are considered a strong asset.

Personal Attributes

- Visionary with a strong entrepreneurial mindset.
- Diplomatic, persuasive, and relationship-oriented.
- Trustworthy and able to establish credibility quickly.
- Culturally aware and effective in international business environments.
- Solution-focused with a pragmatic, hands-on approach.
- Quick to grasp complex situations and translate them into actionable opportunities.
- Driven to create, shape, and lead new business initiatives while delivering sustainable growth.

While experience in the telecommunications industry and an existing network are valuable assets, we place equal importance on potential, adaptability, and the ability to learn quickly. Comprehensive onboarding and support will be provided to enable the successful candidate to build a strong market presence and drive long-term business success in Dubai.