

Regional Business Development Director, Middle East

Full Time -United Arab Emirates (Dubai or Abu Dhabi)

At MapsPeople, we are entering a pivotal chapter of AI-led transformation and growth, shaping the future of spatial intelligence and indoor navigation. As organizations rethink how physical environments are planned, operated, and optimized, MapsPeople sits at the intersection of digital twins, real-world data, and intelligent infrastructure.

To support our selective expansion in the Middle East, we are looking for a Regional Business Development Director to help build this market with credibility, intent, and long-term perspective.

The Role

As the Regional Business Development Director, Middle East, you will lead market development across the region, with an initial focus on the UAE and Saudi Arabia. This is a senior, relationship-led role for someone who can quickly establish relevance and trust and convert access into tangible commercial outcomes.

You will act as MapsPeople's trusted, on-the-ground market partner shaping strategic relationships, originating high-value opportunities, and positioning spatial intelligence as a core component of long-term digital transformation initiatives.

What You Will Do

Market Access & Relationship Leadership

Leverage an established network of senior decision-makers across government, smart cities, airports, real estate developers, infrastructure owners, and system integrators.

Secure senior-level meetings and progress conversations from early exploration to qualified opportunities.

Opportunity Origination & Partnerships

Originate, qualify, and shape enterprise and public-sector opportunities across the GCC.

Identify and structure strategic partnerships with system integrators, PropTech and Smart City ecosystems, and digital transformation consultancies.

Collaborate closely with MapsPeople's global leadership and commercial teams to transition qualified opportunities into structured commercial engagements.

Market Insight & Positioning

Provide insight into regional procurement models, decision-making dynamics, and regulatory considerations across the Middle East.

Advise on the competitive landscape and partnership structures specific to the region.

Support localized positioning while protecting platform integrity and avoiding unnecessary bespoke fragmentation.

What You Bring

Experience & Track Record

You already operate as a trusted market partner, with direct access to senior stakeholders across government, infrastructure owners, airports, and large real estate operators in the Middle East

You have successfully sold, deployed, or structured partnerships for PropTech, Smart City, or enterprise software platforms in the region

You can clearly demonstrate how relationships have translated into measurable commercial outcomes, not just introductions

Network & Credibility

Your network is active, current, and decision-maker level

You understand who influences, who decides, who blocks, and how buying decisions are actually made in the region

Mindset

Relationship-first, with strong commercial discipline

Comfortable with long sales cycles and consensus-driven environments

Operates with judgment, discretion, and credibility when representing a global technology platform

Focused on building durable market presence, not short-term wins

Language Requirements

Fluent in English and Arabic, with the ability to engage credibly with senior stakeholders across the GCC

Who You Are

You are a trusted connector and market builder rather than a transactional salesperson. You are comfortable operating at senior levels, navigating complex stakeholder environments, and representing a platform-led technology company with professionalism and restraint. You value long-term partnerships and understand that credibility and trust are the foundation of sustainable growth in the region.

What You Get

This role is a strong fit if you want to:

- Work at the intersection of AI, digital twins, and real-world infrastructure
- Help shape how smart cities and large-scale environments evolve
- Build a meaningful regional presence for a global technology platform
- Have real influence on how the Middle East market is developed
- A senior, high-trust role with significant autonomy
- Direct engagement with global leadership and decision-makers
- The opportunity to shape a market from an early, strategic stage
- A long-term partnership mindset rather than short-term quota pressure

Ready to help build MapsPeople's presence in the Middle East?

Apply now to join MapsPeople as our Regional Business Development Director, Middle East.