



A Regional Intelligent Network Provider
Giving You the Edge in the Middle East

Who We Are

Arc is a joint-venture between UAE's du and Bahrain's Batelco who is led by a team of experts in data centre interconnection and ICT ecosystems in the Middle East. We have broad and deep knowledge and experience in serving some of the largest and most dynamic businesses in the region.

What We Do

We simplify intra-regional connectivity in the Middle East for carrier, cloud, content and major enterprises. We put you in control of your connectivity in the Middle East and enable you to seamlessly connect across the region's commercial and communications hubs. Our intelligent regional network is designed to give you rapid access to a rich ecosystem of networks and data centres across the region.

How We Do It

As an independent provider with the backing from two of the most trusted telcos in the region, and with a team of industry experts we provide a single platform, contract and experience that will enable customer to take control of their own connectivity in the region.

What makes ARC Solutions a GREAT fit for you? When you join ARC Solutions, you'll set your career on track for outstanding achievement with a company that knows no limits. If you're coachable, persistent, smart, executive-savvy, and looking for your next great adventure, ARC Solutions is the place for you.

This newly created position is of strategic importance to ARC where you will be driving new-business revenue and create new market opportunities. This is a unique opportunity for a seasoned professional to make a significant contribution to the business, whilst simultaneously taking their career to the next level. You'll be positioning market leading technologies that truly innovate, disrupt and drive customer success.

Responsibilities

- Main responsibility is to identify and execute large/complex opportunities that are of a strategic nature for ARC.
- These opportunities may vary between customer revenue-generating, investments, partnerships, and new market entry.
- The role will be working with external parties (customers, partners, suppliers and other stakeholders) while interacting internally across all functions to deliver strategic projects.
- The candidate need to have a very strong commercial acumen and be comfortable in dealing with financial and legal aspects, be able to manage complex projects and timelines, and have strong communication skills to deal with various stakeholders.
- Background and experience in the ICT-industry is preferable, but could also come from a similar role in a different industry.



Basic Qualifications

- Completely comfortable operating autonomously and delivering against ambiguous, fluid goals
- History of effectively managing external partners and successfully working with internal teams to build new capability and implement projects.
- Proven track record of B2B business development in multi-country MEA context.
- Excellent interpersonal and communication skills and a proven relationship builder
- Fluent in English, one other key language (e.g.: Arabic) proficiency preferred.
- Bachelor's Degree required.
- Must possess the ability to plan, structure, meet deadlines and be adaptable while working on a lean team in a startup environment. Embodies a 'ROLL UP THE SLEEVES' work ethic.

Preferred Qualifications

- MBA preferred
- Fluency in Arabic Language is not necessary but good to have

Desired Characteristics

- Trustworthy, customer obsessed, and able to foster a culture of innovation and continuous improvement
- Goal-oriented and driven to succeed in a collaborative manner
- Strong cognitive ability and inquisitive mind
- Authentic and humble with a high degree of integrity
- Willing and able to be coached and mentored and adapt to a fast-changing business environment
- Comfortable with a high degree of ambiguity at times and being able to work in a start-up culture.