



Director, Saudi Arabia

Location: Saudi Arabia

Type: Full Time

Your Mission

This high-impact role will focus on building and managing relationships with government agencies, corporate stakeholders, and ecosystem partners. You will serve as a key point of contact for regional business development, investment engagement, and startup support, helping portfolio companies access opportunities across the Orbit ecosystem.

Your Responsibilities

Drive Results and Insights for Portfolio Companies

- Cultivate and manage relationships with key Saudi government ministries and public-sector partners.
- Build trust-based connections with leading investors to support capital raising.
- Identify and onboard new investor, corporate, and government contacts into Orbit's CRM system.
- Attend high-profile events and networking opportunities in the Kingdom to represent Orbit and deepen local partnerships.
- Facilitate second meetings between all Saudi-focused Orbit portfolio companies and relevant Saudi corporate customers.
- Create partnership roadmaps and go-to-market strategies for startups entering the Saudi market.
- Support the expansion of Orbit's mentor and investor network in the region.

Be Operationally Excellent

- Maintain detailed and organized CRM records of local investors, corporates, and government stakeholders.
- Track and report on engagement progress, outcomes, and opportunities across partner pipelines.
- Share regular updates on strategic relationship development and capital raising milestones with the Orbit team.
- Collaborate with internal investment and program teams to coordinate Saudi-focused business development efforts.

Engage the Orbit and Local Ecosystem

- Serve as Orbit's local ambassador within the Saudi startup and investment ecosystem.
- Organize and lead investor showcases, mentor events, and ecosystem meetups across the Kingdom.
- Support Orbit's regional positioning by building long-term partnerships that unlock value for startups, founders, and investors.

- Help structure visits and programming for Orbit portfolio companies seeking market access and mentorship in Saudi Arabia.

Your First Days

By Day 30:

- Become fluent in Orbit's investment thesis, processes and CRM tools.
- Meet with key internal stakeholders to align collaboration models, and historical context.
- Review existing partnerships and map top-tier target partnerships
- Attend initial ecosystem and investor events as Orbit's representative in the Kingdom.

By Day 90:

- Create or optimize partner pitch materials and value propositions for different partner profiles
- Begin outreach to target partners aligned with strategy
- Co-create GTM or activation plans for 3 startups entering the region
- Create a clear and documented regional partnership pipeline with estimated impact/value.

By Day 180:

- Have successfully facilitated 10 B2B partnerships for portfolio companies that have reached discussion stage
- Launch and lead regional partnership initiatives and investor engagement campaigns.
- Create a partner enablement or onboarding playbook draft.
- Have identified and created relationships with a pipeline of regional qualified investors

Your Profile

- 7+ years of experience in business development, partnerships or strategy roles.
- Saudi Arabia national, fluent in both Arabic and English, written and spoken.
- Strong understanding of Saudi Arabia's public and private sectors, including investment and innovation ecosystems.
- Proven relationship builder with excellent communication and networking skills.
- Highly proactive and persistent, with strong organizational and planning abilities.
- Strong analytical thinking and attention to detail.
- Demonstrates integrity, follow-through, and a commitment to long-term outcomes.

About Orbit Startups

Orbit Startups, the emerging markets VC, is a global venture capital firm backing founders who are transforming emerging markets. Orbit invests in technology startups that digitize traditional industries and help people increase income leading to a better quality of life, ensuring future generations inherit opportunity rather than burden.

How to Apply

Please click on [our job application form](#) to submit your CV and cover letter. CVs without a cover letter will not be considered. All applications must use the form. For any technical issues, please contact jobs@orbitstartups.com.