



## Partnership 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, family offices, corporate stakeholders, and ecosystem partners. You will serve as a key point of contact for regional business development, investment engagement, and startup support, helping Saudi-based companies and partners 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 Saudi family offices and institutional investors to support capital raising.
- Identify and onboard new family office, 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

- Saudi Arabia resident
- 7+ years of experience in business development, partnerships or strategy roles.
- 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](mailto:jobs@orbitstartups.com).