

Job Description

Business Development Manager – Levant / North Africa

- **Drive the Levant / North African Expansion for Major Retail Chain**

The Company

Spinneys is a fast-growing retail chain with expansion plans across the Levant and North Africa region. The company, based in Dubai, is the Middle East premier supermarket retailer and has now begun an aggressive expansion plan to open fifty new stores in the next five years. A key area of this expansion is the Levant and North Africa and the need now exists to hire a successful business development team to identify locations for supermarket and hypermarkets in Morocco, Algeria, Tunisia, Libya, Egypt, Jordan, Syria, and Lebanon.

The Position

Reporting to the Head of Business Development, the successful candidate will be tasked with sourcing new hypermarket and supermarket sites across North Africa and Levant complete with an evaluation of local market and regional trends, full due diligence of prospective sites to ensure a proper demographics for the brand and positive IRR is achievable for the investors. The candidate will create a network of contacts 'on the ground' and which will be utilised to supplement existing deals that are brought to the table. The role will be based in Beirut, Lebanon and require extensive travel across the region. The candidate will be expected to become 'the' retail real estate expert in the markets covered.

The Person

Ideally, candidates will offer exceptional degrees in Real Estate, Business and/or MBA and up to 3+ years post-graduate experience within a similar position (business development/real estate research/leasing of retail properties) and possess strong leadership, numerical and analytic skills. Individuals offering a track record of successfully negotiating retail lease negotiation deals will be preferred as will an expertise in Arabic and French languages.

Interested candidates can forward their CVs to **development@spinneys.com**.