

Job Opening // Partner Manager (Middle East)

Dubai (UAE)

Job Title: Partner Manager (Middle-East)

Company: TVILIGHT Projects B.V.

Location: Dubai, (Hybrid Work Model)

Job Type: Full-Time

Travel Requirement: ~30% (Across Middle-East)

About TVILIGHT

TVILIGHT is a European market leader in smart city lighting control solutions, specializing in sensors, connected lighting controls, and management software. Our open platform, powered by Open API, enables Smart City and IoT integration. Over 1000 cities across 35+ countries in Europe, Middle-East and Asia benefit from TVILIGHT solutions. Our mission is to empower cities with intelligent outdoor lighting solutions that improve urban life (<https://tvilight.com>).

Role Summary

As Partner Manager at TVILIGHT, you will play a key role in managing and expanding our international partner network. You will collaborate with strategic partners – such as luminaire manufacturers, system integrators, and installation companies – to drive sales growth and support them to deliver added value to their customers (municipalities and public infrastructure companies).

This role requires a strong consultative selling approach, where understanding the client's needs and challenges is key to offering the right solution. You will be a trusted advisor to partners and stakeholders, helping them navigate the technical and commercial aspects of Smart Street Lighting and IoT solutions.

Key Responsibilities

- Develop and manage long-term relationships with existing and new partners across the Middle-East
- Drive sales through consultative selling and strategic business development
- Understand partner and client needs to provide tailored solutions and build mutual value
- Support partners with training, sales enablement, and joint go-to-market initiatives
- Represent TVILIGHT at partner meetings, industry events, and trade shows
- Work closely with internal teams (sales, marketing, technical, and product) to support successful project delivery

Required Qualifications

- Minimum 5 years of sales experience with a focus on consultative selling in smart street lighting or smart city solutions
- Proven experience managing partner/channel sales in an international context
- Affinity with technology and innovation; knowledge of IoT and outdoor lighting is a must
- Bachelor's degree (Bachelor's level or higher) in Business, Engineering, or a related field
- Fluent in English; Arabic would be a plus
- Strong communication, interpersonal, and negotiation skills
- Willingness to travel across Middle-East (approx. 30% of the time)

What We Offer

- A high-impact role within a fast-growing, innovative tech company
- A chance to shape the future of smart cities and sustainable urban infrastructure
- A dynamic, multicultural team with a strong entrepreneurial mindset
- Opportunities for professional development and international exposure
- Flexible hybrid working environment

Interested?

Send your application to c.shah@tvilight.com

For more information, contact Chintan Shah at +31 6 24 558 520 (also WhatsApp)

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