



Regional Business Development Lead – MENA

About Okala

Okala delivers cutting-edge environmental monitoring and reporting solutions to support nature-positive outcomes. Using a multi-sensor approach and ecological expertise, we help clients meet biodiversity, sustainability, and regulatory goals. As we expand across the Middle East and North Africa, we are seeking a senior commercial professional with ecological or environmental consulting experience to develop our market presence and grow strategic client partnerships.

Role Overview

The **Regional Business Development Lead – MENA** will drive Okala's commercial expansion across the region, developing strategic relationships with government agencies, energy and infrastructure clients, environmental regulators, and conservation bodies. This role requires a blend of ecological/environmental knowledge, commercial acumen, and strong client engagement skills.

This role will focus on strategic market development, client relationship management, opportunity shaping, scoping, and supporting a smooth transition to delivery teams.

This is a highly autonomous, client-facing role suited to someone who understands ecological consultancy, can articulate environmental and nature-related solutions, and is confident working across functional technical teams.

Key Responsibilities:

Business Development & Market Expansion

- Lead Okala's commercial growth across the MENA region, identifying high-value opportunities in:
 - Energy & utilities
 - Environmental regulators and government agencies
 - Infrastructure, development, and engineering firms
 - Conservation, nature-based solutions, and climate resilience programs
- Build and nurture strategic relationships across public and private sectors.



- Develop and manage a strong sales pipeline and revenue forecast for the region.
- Represent Okala at regional industry events, conferences, and government engagements.

Client Engagement & Account Management

- Serve as a trusted advisor, understanding client environmental and nature-related challenges and translating them into actionable scopes of work.
- Manage key accounts, ensuring long-term client satisfaction and repeat engagement.
- Lead client workshops, presentations, and technical-commercial discussions.
- Ensure clear handover of contracted work to delivery and technical teams.

Scoping & Solution Development

- Work cross-functionally with internal scientists, ecologists and tech teams to shape tailored solutions.
- Draft high-quality proposals, scopes of work, budgets, and commercial structures.
- Ensure client needs are well-understood and incorporated into project design.

Qualifications

- 7–12 years of experience in environmental consulting, ecological services, sustainability advisory, or related sectors.
- Strong existing network across MENA in government, environment, biodiversity, ESG, energy, or infrastructure.
- Proven track record in business development, client engagement, or commercial leadership.
- Ability to define scopes of work for environmental/ecological services.
- Strong understanding of regulatory frameworks (e.g., biodiversity monitoring, ESIA, sustainability reporting, nature strategies).
- Excellent communication, presentation, and stakeholder engagement skills.
- Based in Dubai
- Languages: English (essential) and Arabic (desirable).

Personal Attributes

- Commercially astute, creative, and strategic.



- Comfortable engaging at senior levels within government and industry.
- Deep understanding of environmental and nature-related challenges.
- Collaborative and able to work cross-functionally with scientific and technical teams.
- Self-driven, independent, and capable of opening a region.

Benefits:

- A competitive salary
- Local benefits
- An opportunity to work with world-class experts at the cutting edge of ecological science and technology innovation

How to Apply:

- Please send your CV and a cover letter to info@okala with 'Regional Business Development Lead – MENA' as the subject line
- Closing Date: 30th November 2025
- We will contact successful candidates during W/C 1st Dec to invite them to a first stage interview.