Head of Partnerships

Fleets, Dealers and Service Networks · Series A Team · AUX-COM-SA-01

Reference	AUX-COM-SA-01	**Level**	Senior, 10+ years
Reports to	Chief Operating Officer (until appointed, Dr. Mamdouh Yanni, Founder and CTO)	**Location**	Dubai
Employment	Full time, UAE employment contract	**Start**	From our Series A round

About Auxionetics

Auxionetics Artificial Intelligence L.L.C S.O.C is an IP-led robotics company in Dubai. Our patent-pending technology aims to let people and robots work safely side by side, and its first use will be the Smart Robot Mechanic: a car-service bay in which two collaborative arms will take on the repetitive, physically demanding work while a skilled technician stays in charge of every job. Six US patent applications and an international (PCT) application have been filed. We will run our own workshops in Dubai and license our Human-Robot Collaboration platform once it runs reliably in daily operation.

Why this role matters

Our workshops need cars, and our rollout needs partners. You will win the fleet customers, dealer groups and service networks that bring vehicles to our bays, and turn pilot results into the first rollout contract.

What you will own

- **Pipeline.** Build and run the partner pipeline: fleets, rental and taxi operators, dealer groups and service chains.
- **Pilot partners.** Convert pilot results into signed partner agreements and rollout contracts.
- **Offers.** Shape service packages and pricing for fleets with the COO and Finance.
- **Relationships.** Own senior relationships with partners and keep them informed with real data.
- **Market insight.** Bring back what customers need, to product and engineering.
- **Forecasting.** Maintain an honest, data-based sales forecast.

Minimum qualifications

- 10+ years in B2B sales or partnerships in automotive, fleet or mobility in the UAE or GCC.
- A record of closing multi-year contracts with fleets, dealers or service networks.
- A strong network among UAE fleet and automotive decision makers.
- Clear written English.

Preferred qualifications

- Arabic.
- Aftermarket or tire and lubricant industry experience.
- Selling new technology into conservative buyers.
- Experience in a start-up.

Your first year

By	What success looks like
3 months	Target list and pipeline built on pilot results; first meetings with priority fleets and dealers.
6 months	Fleet and partner agreements signed for the next workshops' volume.
12 months	First rollout contract signed or in final negotiation, backed by pilot data.

How we work

- **Safety first.** Every site, process and decision starts with the safety of people near our robots and in our workshops.
- **Measured, not claimed.** We set targets, measure them, and report what we find, to our team, partners and investors alike.
- **Written and accountable.** Small teams, clear owners, decisions written down.

What we offer

- An early role in a company set to scale its robotic workshops, working closely with a founder who has almost 30 years of engineering experience, including 12 in Silicon Valley.
- A competitive salary; company-paid visa, work permit and health insurance; annual leave and end-of-service gratuity under UAE law.

Conditions. Every offer is conditional on the close of our Series A round, satisfactory checks, a UAE work permit, and an agreement assigning to the company the IP created in employment.

> **How to apply.** Email your CV and a short note on the most important contract you have closed to careers@auxionetics.com, quoting AUX-COM-SA-01. Shortlisted candidates will have an interview and a commercial case with Dr. Mamdouh Yanni. CVs are used only for recruitment and deleted within 12 months unless the candidate joins us. **Auxionetics is an equal-opportunity employer** and selects on merit alone.