

# Position Specification

## Sr. Strategy & Business Development Analyst



**Location:** Riyadh - HQ

**Reports to:** Executive Directors, Strategy (Parks & Attractions, Motion & Mobility, RDE, Sports, Culture)

### **Direct Reports:**

- N/A

Qiddiya will be the Kingdom of Saudi Arabia's pre-eminent entertainment destination.

Backed by the Saudi Public Investment Fund (PIF), Qiddiya will provide a range of entertainment, sporting and cultural facilities, and will be built 40km from downtown Riyadh. It will cover a total area of 334 km<sup>2</sup>, with Phase 1 expected to be launched in 2022.

Qiddiya is formed of three distinct entities:

**Qiddiya Holding Company (QIC):** A wholly owned subsidiary of PIF, this holding company is responsible for maintaining and managing all Qiddiya investments and for the overall development and expansion of the Qiddiya brand.

**Qiddiya Development Company (QDC):** Provides full development and execution services for QIC's investments and portfolio companies.

**Qiddiya Operating Company (QOC):** Responsible for the ownership and day-to-day operations of all individual portfolio companies.

### **Position Summary**

The Senior Analyst, Strategy & Business Development is responsible for assisting with long-term strategic planning and key strategic and research initiatives across all lines of Qiddiya Investment Company's business. The role requires quantitative and qualitative research skills, and rigorous financial analysis skills. The candidate must have the highest degree of ethics and confidentiality, and be able to manage multiple projects with aggressive timeframes.

Working closely with senior management throughout the company puts the Senior Analyst in a unique position to experience high-level strategic decision-making firsthand and to build meaningful working relationships with key executives.

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### **Key Responsibilities**

#### **Responsibilities include:**

- Work on key strategic initiatives for QIC and develop actionable industry insights for the company
- Identify and integrate key stakeholders across the company in the analytical process
- Prepare and deliver communications both to and for senior executives, often based on complex strategic analysis and financial modeling
- Perform research, financial modeling and analysis to inform business decisions
- Deliver concise business cases to include recommendations and strategic considerations based on competitive intelligence, consumer insights, travel trends, economic impacts, political and social ramifications, and investment opportunities.
- Utilize Consumer Insights tools to incorporate experience design into development projects and marketing initiatives
- Crystalize key insights from data and communicate complex analyses in an efficient and effective manner to a variety of internal audiences across departments and functions
- Understand trends in the industry and develop points of view on potential business impacts to be shared throughout the company
- Works with internal colleagues across a diverse range of stakeholders including Finance, Legal, Research, Marketing, etc. across key strategic initiatives and priorities
- Manages multiple key projects simultaneously
- Performs financial analyses to evaluate strategic alternatives and new investment opportunities
- Prepares comprehensive business plans for new growth initiatives, including expansion into new businesses, as well as internal business performance improvement.
- Provides financial and strategic support in evaluating mergers & acquisitions, joint venture partnerships, minority investments and cross-divisional business development initiatives
- Prepares internal presentations highlighting strategic rationale, key considerations, upside opportunities, potential risks, etc.
- Develops comprehensive financial models and valuation analyses, including returns analysis and sensitivities.

### **Required Skills & Experience**

- BA/BS in Business related business or equivalent work experience.
- 5+ years experience business modeling
- 3+ years advising and presenting financial findings and strategic recommendations to Senior Executive decision makers
- Extensive experience with Excel, Powerpoint, and complex modeling.
- Global research and consumer insights experience
- Experience with large, complex “Start Up” divisions, development, or companies a plus
- Experience within the Themed Entertainment Industry, Theme Parks, Food & Beverage, Hospitality, Real Estate, Sports, Motorsports is a plus

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### **Personal Characteristics for Success**

- Strong effective communicator in writing, business presentations and in interpersonal communication.
- Highly developed, demonstrated teamwork skills.
- Demonstrates a high degree of confidentiality in interpersonal interaction.
- Demonstrated ability to increase productivity and continuously improve methods, approaches, and departmental contribution while remaining cost-sensitive.
- Demonstrated ability to see the big picture and provide useful and strategic advice and input across the company and on the senior executive team.
- Ability to influence all levels in an environment of constant change.
- High degree of flexibility and organizational skills to accommodate a fast-paced and deadline driven environment.
- Strong communication skills (both verbal and written) to clearly articulate goals, processes and concepts that are central to the creation of a successful business.
- Highly confident individual capable of instilling a sense of security to individuals inside and outside the company.
- Disciplined approach to task and time management.
- Strong problem solving and creative skills and the ability to exercise sound judgment and make decisions based on accurate and timely analyses.
- High level of integrity, detail-focused and dependability with a strong sense of urgency and results-orientation across all matters.