

Business Development Manager - Cryogenic Transport

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Company: Michael Page International (UAE)

Location: united arab emirates

Category: other-general

We have been made aware of a global phishing campaign where employees from companies are being impersonated. We are confident that no PageGroup system has been breached. Find out how to protect yourself [Business Development Manager - Cryogenic Transport](#) United Arab Emirates Permanent Newly created position with and MNC Our client is providing premium solutions into a niche industry About Our Client Our client is a Multinational Company with strong footprint globally and in particular Middle East. They are growing a new vertical for their business in Middle East that will be focusing on rental of technical equipment for speciality gas transportation. Job Description Develop and manage Cryogenic tank containers equipment for leasing . The mission will be to manage the a fleet of cryogenic tank container for lease out and aftersales solutions, to marketing, training, and technical & commercial sales support. Taking a leading role in initiating the product development effort, ensuring that our product range remain the most competitive, efficient, and first choice in the market. Manage the product development of all aftersales solutions related to the Cryogenic tank equipment and to be a team player. Seek and receive feedback about our product performance, customer perception, and applications, to ensure that our products are constantly being developed to include innovative features and added benefits to the customer. Accountable for the Orders Received in quantity/\$Value/territory, and consolidated profit generation per product line and accounts receivable Set up and execute the sales and marketing strategy, including the development of tools, presentations, brochures, articles, etc. related to the product range. Assist our global sales and service centres and distributors with all necessary technical and commercial inputs to grow our market share. Develop the training material and

programs needed to increase the knowledge and competence of our sales personnel. Safety is our first priority. Monitor the business through periodic follow ups, cross-trades and participate as needed on business growth and review. This to include coordination with the product company After Market Service Team and the Cryogenic Service Functional Unit, the after sales strategy, ensuring that the cryogenic tank container has it's lowest life cycle cost and the highest reliability compared to our competitors. Recommend, negotiate, and follow up on Global Key Account Agreements with strategic customers. The Successful Applicant Min 5 years of cryogenic tank container product knowledge. Cryogenic Industrial Gases and pump & market knowledge are a plus. Exposure to lease out pricing strategy and analysis. Able to motivate direct sales with marketing tools and promotional schemes. Excellent communication and presentation skills Excellent interpersonal skills and self-driven. Committed team player with drive for success. Should have excellent communication skills & creative thinking. Person must be willing to work under critical schedules having in mind the final targeted results planned by management. Willing to travel as required. What's on Offer Excellent opportunity to join a global player in the market in a newly created vertical that will provide an excellent path to grow organically with the organisation. Our client is providing an excellent package for the selected candidate. AED30,000 - AED40,000 per month (AED360,000 - AED480,000 per year) AED36,000 - AED45,000 per month (AED432,000 - AED540,000 per year) AED30,000 - AED36,000 per month (AED360,000 - AED432,000 per year) AED12,000 - AED14,000 per month (AED144,000 - AED168,000 per year) AED17,000 - AED23,000 per month (AED204,000 - AED276,000 per year) 1 Showing items 1 to 3 of 92 3 Michael Page International (UAE) Limited, Registration No. 0207 a DIFC registered company. Al Fattan Currency House Tower -1. Dubai International Financial Centre (DIFC)., Office No. 202, Dubai, #J-18808-Ljbffr

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