

United Arab Emirates Jobs Expertini®

Country Director - Engineering Solutions

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Company: Michael Page International (UAE)

Location: , , United Arab Emirates

Category: other-general

About Our Client Our client is a leading global firm specializing in engineering consultancy services, with a strong presence in the UAE and the Middle East region. With a proven track record of delivering innovative solutions and services across multiple industries including Oil & Gas, Solar, Nuclear, Construction, and more, we are committed to driving sustainable growth and maximizing value for our clients. As we continue to expand our operations in the UAE, we are seeking a dynamic and experienced Country Director to lead our efforts in driving revenue growth across various sectors.

Job Description

Develop and implement comprehensive strategic plans to achieve revenue growth objectives across multiple industries. Identify market trends, opportunities, and potential threats to inform strategic decision-making. Collaborate with senior management to set ambitious yet achievable revenue targets and key performance indicators (KPIs). Lead business development efforts to acquire new clients and expand our presence in target industries. Cultivate and maintain relationships with key stakeholders, including government entities, industry associations, and corporate clients. Identify and pursue new business opportunities, including partnerships, joint ventures, and strategic alliances. Develop and manage the annual budget for the UAE operations, ensuring alignment with strategic objectives and revenue targets. Monitor financial performance against budget and KPIs, and take corrective action as needed to achieve desired outcomes. Optimize resource allocation and operational efficiency to maximize profitability and return on investment.

The Successful Applicant

Bachelor's degree in Business Administration, Management, Engineering, or a related field. Master's degree is a plus. Minimum of 10 years of experience in a senior leadership role, with a proven track record of driving

revenue growth and business expansion in the UAE or Middle East region. Extensive knowledge and experience across multiple industries, including Oil & Gas, Energy, Nuclear, Construction, etc. Strong business acumen, strategic thinking, and decision-making skills. Excellent leadership and team-building capabilities, with the ability to inspire and motivate others. Exceptional communication, negotiation, and interpersonal skills. Proven ability to build and maintain relationships with key stakeholders, including clients, partners, and industry influencers. Results-oriented mindset with a focus on delivering tangible business outcomes. What's on Offer Competitive salary package with performance-based incentives. Health insurance and other benefits as per company policy. Opportunities for professional development and career advancement.

#J-18808-Ljbffr

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