

## Executive Regional Sales GE Aviation

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Company: Client of Emirates Consulting Group LLC ( ECG)

Location: united arab emirates

Category: other-general

Client of Emirates Consulting Group LLC ( ECG) JOB DESCRIPTION: The successful candidate for this position will be responsible for identifying and developing sales/growth opportunities for company products and services in the assigned region. The candidate will have sufficient technical background and strong communication skills to confidently represent our aviation and marine products and services to governments, armed forces, and industry entities in the Middle East & Africa. RESPONSIBILITIES: • Grow the business in Middle East & Africa • Represent military engine and systems product lines to position our products and services successfully in the military market • Provide expertise and insight into the region's military priorities, budgets, procurement and policy procedures; provide insight into long term trends and market conditions for Company military products and services • Establish detailed customer profiles that identify short-term and longer term growth opportunities • Provide guidance and support to regional leadership, senior management and headquarters personnel on defence procurement processes and regulations and import/export requirements for defence articles • Lead the development and execution of an overall growth strategy for military engine and systems products/services in the MENAT • Provide leadership for existing and new engine and systems sales and marketing campaigns in the Middle East & Africa • Assist in executing an industry strategy with public and private sectors • Carry out additional activities as needed/required by the business to support and grow in the region. • Support local and US-based GE personnel with business appointments with key political, military and industry decision-makers • Build and maintain strong relationships with customers and industry partners in region • Lead and grow talent on regional team of 3 direct

reports  
DESIRED CHARACTERISTICS:• Humble: respectful, receptive, agile, eager to learn• Transparent: shares critical information, speaks with candour, contributes constructively• Focused: quick learner, strategically priorities work, committed• Leadership ability: strong communicator, decision-maker, collaborative• Problem solver: analytical-minded, challenges existing processes, critical thinker  
Company Industry Recruitment Placement Firm  
Executive Search Department / Functional Area Flight Operations (Pilots Technical Staff  
Keywords  
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