

GSI Industry Account Director Jobs In Sharjah | General Electric GE

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Job Description Summary Within Grid Solutions, the Grid Systems Integration (GSI)

Business Line, is accountable for the Product Development, for the Business Development, for the Sales, for the Project Execution and for the Services of high voltage Alternative & Direct Current complete solutions, including Engineering, Procurement, and associated Construction. Typical customers of GSI are worldwide Transmission, Distribution, Power Generation Utilities and Developers, as well as a wide range of Industrial customers. Typical project values range from a couple of hundreds of thousand dollars, up to the billion-dollar range.

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Responsibilities

In coordination with the GSI MEA Sales & Tendering Cluster Directors and with the account directors, and thanks to continuous collection of information and interaction with the market stakeholders (GE others businesses especially but not limited to Power Conversion, customers, macro-economics, etc.) he/she gets a comprehensive and structured view of the Industrial market in MEA, its segmentation, its volume, and its trends.

Based on this market knowledge, under the leadership of the GSI Sales & Tendering

Leader, he/she contributes to the definition of a vision and a strategy to maximize profitable growth for GSI on the Industrial market, influencing market and customer trends, proposing disruptive business models and solutions to increase GE value added to the market.

He/she supports the GSI Sales & Tendering Leader to translate the validated Industrial Commercial vision and strategy into concrete commercial action plans, including pro-active contribution to the definition of Commercial Strategy(ies) on the Industrial tenders developed by the Region.

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[Requirement](#)

Across the MEA Region, and in close coordination with the GSI Regional team, he/she is accountable to develop knowledge of and relationship with the Industry Key Accounts, as well as deep understanding of their organization, and of their key players.

He/she supports the GSI Sales & Tendering teams in charge of the preparation of Industry offers to gain clear understanding of Industry customer needs and decision processes & drivers.

Thanks to his intimacy and knowledge of Industry customers, he/she guides and supports the Regional Sales & Tendering teams through the most sensitive and difficult part of Industrytender negotiations, involving personallyin such negotiations.

For target Industry customers, together with the GSI Regional Sales & Tendering teams, he/she ensures we provide top of the class support, and we become their preferred point of contact to support developing their solutions.

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