

United Arab Emirates Jobs Expertini®

Head of B2B

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Company: YRCS

Location: united arab emirates

Category: other-general

Head of B2B 15 years
Job Description : HEAD OF B2B SPARE PARTS UAE
Strategic planning for UAE for Parts, Tyres & Batteries, directing and coordinating business operations of internal divisions/companies. Responsible for maintaining the smooth and efficient operations of the business, with responsibility for achieving the B2B Parts division's business objectives as well as stakeholder management and Tyres & Battery Objectives.
What you will do:
Sales Operations: Create sales strategy for Al-Futtaim Automotive B2B parts, tyres and batteries division
Business Objectives & Operations: To maximise the revenue potential from Al-Futtaim Automotive B2B operations to meet the Individual Brands Sales performance objectives. Ensure that all divisions are managed in an efficient cost optimization model. Set operational KPIs measure internal effectiveness and efficiency. To determine if the department/division is achieving operational targets and working as a team.
Finance: Planning of annual budgets for Al-Futtaim Automotive B2B Parts, Tyres and Battery Division, ensuring achievement of annual budget and profits target set for the divisions.
Projects: Participate in a variety of projects, groups and committees.
People: Deliver against our people strategy, maintain positive associate engagement.
Strategy: Develop and implement long-term strategic goals and objectives to meet business and growth objectives
Process Quality: Maintains a professional service by establishing and enforcing organization standards and Quality Standards
Required skills to be successful: 15 years in Automotive Industry, with at least 5 years at Senior Management level. Strong knowledge on automotive spare parts, Tyres & Batteries
Should be able to develop and implement strategies
Possess great business acumen to manage the business
About The Team: The role will report to the General

Manager, and you will be managing a team of Regional Managers, Dealer Support Manager and associates. You will be working in a dynamic and busy After Sales environment wherein you will be dealing directly with different Stakeholders across the organization. What Equips You For The Role: Bachelor's or master's Degree Extensive experience in Automotive Aftersales industry Excellent communication skills and strong interpersonal skills and has the ability to solve problems quickly Country : United Arab Emirates Posted on : 26-05-2023 Back #J-18808-Ljbffr

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