

Hub Leader for Ultrasound

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Company: Siemens Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

Responsibilities:

- Leads the “Indirect Hub OTO Ultrasound” function and reports to UAE Sales Operation Leader within UAE LE
- Drives harmonization, standardization, and digitalization within the OTO process; optimizes the EMEA OTO US set-up across the LE. Lives the Ultrasound Siemens principle of being lean
- Ensures operational excellence with both an internal and external focus (customers, suppliers, etc.)
- Evaluates LOA applicability and supports within the LoA process;
- Generates contract and negotiates terms and conditions with the customer in collaboration with Legal
- Develops team members and elevates their skillset in order to shape future challenges due to internal or external development in OTO
- Provides FI support to the sales team and/or the customer; coordinates multi-modality deal escalations if necessary
- Being back up for a larger geography across EMEA
- To be the owner of Sales force.com implementation within the geography.
- Main business partner contact for FI between PM10 and PM70; Interfaces with Sales and Service organization as well as BA Ultrasound organization
- Drives improvement in quote cycle time metrics across the geography
- Acts as a business partner to the Business partner managers for the assigned geography, assisting him/her in orders forecast and budget preparations
- Responsible for smooth handover from OTO to OTC (PM70/PM80) to support IFRS compliance and corresponding Revenue Recognition
- Confirms payment obligation and provides customer credit and finance solution in alignment with TRE FS
- Steers and oversees the relevant tasks to perform the commercial Indirect Offer to Order Ultrasound activities
- Ensures integrity of books and records and highest level of compliance

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