

HVDC Sales Leader MEA

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Company: AlAlamein International University

Location: dubai

Category: other-general

Job Description

Job Description Summary The High Voltage Direct Current (HVDC) Sales Leader is primarily focused on the tendering and sales activity for HVDC. Dedicated to facilitating relationships with external customers via the tendering process, the Sales Leader will manage the non-technical Global business disciplines to include tendering strategy, pricing and commercial and / or legal negotiations.

Job Description Roles And Responsibilities

- Support MEA region and PDG goals for orders, margins, and down payment targets
- Be an active member of the MEA commercial organisation
- Responsible for business development and deep understanding of MEA market opportunities and position GE products early in the process
- Responsible for the forecast management
- Coordination of the regional commercial and product teams, enhancing sales capabilities and formulating/executing business intelligent processes
- Develop and support strategy and target costing for specific opportunities
- Provide leadership and guidance to PDG/region to deliver on-time and high-quality tender submissions and subsequent clarification responses
- Coordination of the regional commercial and PDG teams, enhancing sales capabilities and formulating/executing business intelligent processes
- Identify resources to support tender preparation and submission
- Lead deal reviews/ approvals in accordance with underlying delegation of authority
- Responsible for ITO Policy process compliance including risk management process rigor and compliance
- Facilitate regional and HQ R-reviews and deal approvals
- Provide hands-on leadership for critical deals
- Support and drive the final deal negotiation process and
- Manage and improve regional operating metrics, such as productivity, proposal throughput/ yield, cost

accuracy, or cycle time measuresManage the regional commercial operations workload, drive common commercial processesEnsure compliance, integrity and EHS standards are metSupport global initiatives and simplification effortsEnsure continuous & effective communication between all stakeholdersRequired Qualifications Minimum 15 working experience in sales, commercial operations, risk or marketingBachelor's degree in Business, Finance, Engineering or a comparable degree from an accredited University Proficiency in English is a must Strong presentation, negotiation and leadership skills Have a clear understanding of the commercial levers for contractual obligation (and how to manage them over the duration of the contract)Ability to direct complex daily activity of multiple work streams, focused on issue resolutionA good understanding of contract management principles, the ability to manipulate and shape deals and formulateAbility to form relationships that facilitates viable client solutions Desired Characteristics Master degree in Business, Finance, Engineering or a comparableEffective oral and written communication in Arabic Additional Information Relocation Assistance Provided: YesJob Requirements null#J-18808-Ljbffr

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