

United Arab Emirates Jobs Expertini®

Key Account Director - Corporate Commercial - S&G United Arab Emirates Posted on 03/19/2024 Be [...]

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Company: Abu Dhabi Ports Group

Location: dubai

Category: other-general

Key Responsibilities: Strategic and P & L Responsibilities • In line with 5X5 Corporate Strategy, provide leadership to influence revenue growth to c. 1 billion AED per year by 2027 from 5 out of the top 10 key accounts • Build industry understanding to build KA strategies to offer differentiated customer value propositions and achieve excellence in customer satisfaction • Build strategic perspective and planning, and shared vision for the key accounts with the clusters to achieve exponential revenue growth targets
Internal and External Stakeholder Responsibilities: • Owner of Abu Dhabi Ports Group's (ADPG) relationship with senior leadership of 5 out of 10 key accounts (KA) • Influence cluster leadership teams to collaborate for the development of integrated supply chain solutions for KA, leveraging cross-cluster synergies • Transition the KA into Global accounts with ADPG's growing international footprint expansion to service KA across various geographical clusters • Serve as a primary point of contact for senior leadership internally with cluster leaders, corporate functions, and externally with customers
Process Excellence: • Implement key account management processes and accurate data on CRM • Drive, and review revenue performance, major projects issues resolution
People Management Responsibilities: • Liaison with Cluster leadership and engage, coordinate, and drive internal teams to ensure KA needs are met, and projects and initiatives are professionally executed
KNOWLEDGE & SKILLS
Work Interfaces: External facing: • Key Accounts relationships
Internal facing: • Cluster CXO, BD, operational and finance leadership • Corporate functional leadership such as finance, IT, HR and legal

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