

United Arab Emirates Jobs Expertini®

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Company: Siemens

Location: Dubai

Category: other-general

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Description:

Our company is looking for a skilled Business Manager to lead and supervise the work of our employees. You will be in charge of designing business strategies and managing all day-to-day operations to guarantee company efficiency.

Responsibilities:

Identifies the areas of improvement for all lubricant related activities.

Support VP Sales to devise strategies to optimize existing procedures, ensuring efficiencies and smooth workflow.

Focal point to drive premiumisation and upgradation of product range.

Implement TCO concept in all business segments. Responsible to Conduct trials of different range of products at customer locations.

Monitor the performance of the product and make a regular report to customer on the value addition as a result of product upgrade

Coordination with Technical team to ensure regular training to customers with emphasis on value selling and product upgrade.

Requirements:

Good management and leadership skills

Good communication and presentation skills

Good teamwork abilities

Analytical ability and problem solving approach

Critical thinking to improve processes, develop strategies and make decisions.

Proficiency in MS Office, Power BI and SALSA.

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