

## Managing Director - Maritime/Yacht Industry

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Company: Black & Grey HR

Location: Dubai

Category: healthcare-practitioners-and-technical

### Job Description

Black & Grey HR is recruiting for a motor yacht builder in Dubai, UAE. Our client is seeking a Managing Director (MD) - Maritime/Yacht Industry. The Managing Director will be a key leadership figure responsible for providing strategic direction, fostering business growth, and ensuring overall excellence in the maritime and yacht sector. This role requires an individual with a deep understanding of the industry, a proven track record of successful leadership at the executive level, and the ability to drive business development initiatives.

Key Responsibilities:

- **Strategic Leadership:** Develop and implement the company's overall strategic vision in alignment with organizational goals. Provide leadership in the formulation and execution of business plans.
- **Business Development:** Identify and capitalize on new business opportunities to drive revenue growth. Foster strategic partnerships and collaborations within the maritime and yacht industry.
- **Market Knowledge:** Stay abreast of industry trends, market dynamics, and competitor activities. Utilize market intelligence to make informed decisions and drive innovation.
- **Operational Excellence:** Oversee day-to-day operations to ensure efficiency, quality, and adherence to industry standards. Implement best practices to optimize processes and enhance organizational performance.
- **Team Leadership:** Build, develop, and lead a high-performing executive team. Provide mentorship and guidance to team members, fostering a culture of excellence and

collaboration.

- Financial Management: Develop and manage budgets, ensuring financial sustainability and profitability. Implement cost-effective measures without compromising quality.

## Requirements

- Bachelor's degree in Business, Maritime Management, or a related field. MBA or equivalent advanced degree is a plus.
- Proven experience as a Managing Director or in a similar executive leadership role within the maritime/yacht industry.
- In-depth knowledge of the maritime and yacht market, industry trends, and key players.
- Demonstrated success in driving business development and achieving revenue targets.
- Strong strategic thinking and decision-making skills.
- Excellent leadership, communication, and interpersonal skills.
- Financial acumen with the ability to manage budgets and ensure financial health.

## Benefits

Attractive Salary & Benefits.

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