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Marine Branch Manager Marine Construction · Sharjah

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Company: AL Marwan General Contracting Company

Location: sharjah

Category: other-general

Who we are: Al Marwan Group is a holding company established in 1978, Al Marwan Group has grown a strong diversified portfolio in Real Estate Development & Management, Hospitality, General Contracting and Heavy Machinery trading of brand new and used equipment for the Construction, Mining, Oil, and Gas industries. We are currently looking for a highly skilled and motivated Marine Projects Manager to join our team. Job Scope: Strategic planning, financial management, and business development activities related to the marine portfolio. Overseeing various aspects of marine operations, including client relations, and compliance with industry regulations. Job Duties: Develop and implement strategic plans to achieve business objectives, including revenue growth, cost control, and market expansion. Oversee the planning, scheduling, and execution of marine construction projects, ensuring they are completed on time, within budget, and to the required quality standards. Manage branch budget, monitor financial performance, and implement cost-saving initiatives to optimize profitability and ensure projects remain financially viable. Conduct regular reviews and assessments of all project statuses, identifying areas for improvement and implementing corrective actions as necessary. Develop and implement risk mitigation strategies, and work jointly with concerned internal party to maintain appropriate insurance coverage to protect company interests. Ensure compliance with all relevant marine regulations, industry standards, quality control measures and health and safety guidelines to mitigate risk and ensure legal compliance. Develop and maintain strong relationships with clients, addressing their needs and concerns promptly to ensure customer satisfaction and repeat business. Ensure proper contract negotiating with clients, subcontractors, and suppliers, reviewing terms and conditions,

and ensuring contractual obligations are fulfilled Identify new business opportunities, and develop strategic partnerships to expand the company's market presence and revenue streams. Prepare regular reports to top management on operational and financial performance, as well as incident reports, and other projects documentation as required.

Qualifications:Education: Bachelor's degree in Civil Engineering or Marine Engineering or Construction Management, or a related field is a must. Master degree is a must , MBA or specialty in civil / marine or other relevant fields. Experience:Proven experience (12 - 15 years) in project management, with a focus on marine projects and construction, preferably in the offshore industry.Other Requirements: Strong leadership and interpersonal skills, with the ability to motivate and manage a diverse team. Excellent communication and negotiation skills, with the ability to build and maintain relationships with clients, suppliers, and regulatory authorities. In-depth knowledge of marine regulations, industry best practices. Certifications or licenses related to marine construction or project management are advantageous.

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