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MD COO

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Location: dubai

Category: other-general

MD / COO - Berkshire, Software Company

£80,000 - £100,000 plus car allowance, bonus

This is a unique opportunity for a business keen to continue in its innovations. A strategic thinker, with the ability to make decisions in a timely and efficient manner is required, an ability to demonstrate an in depth understanding of the competitive landscapes and technologies, with the ability to use digital analytics to measure, monitor and prove ROI on initiatives. This is a unique role where the customer base in within the Emergency Services sector. Therefore, a background of working directly at a senior management level within this sector or working for a software company that supports this sector is required.

This is a leadership role and as such you will:Ensure that goals are defined and met

Manage Profit and Loss - ensuring that objectives are met within budget

Manage commissions, bonuses and reward schemes

Manage Research and Development

Manage Sales including using your network to identify opportunities for growth and implementing sales initiatives.

Manage Product delivery including ensuring that customers have a great level of service

Develop and motivate an experienced team to deliver

Implement risk management

Deal with contract negotiations and any statutory reporting that may be required

What soft skills are required:Exceptional communication skills delivering clearly and confidently, both in person and in writing

Motivated, and enthusiastic with a “can do” attitude

Excellent attention to detail

Honesty and integrityIf you are currently working within a software company that support emergency services or indeed working with one of the emergency services directly in a senior management role and have a background in leading sales, research and development, finance, customer services then please reach out for additional information.#J-18808-Ljbfrr

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