

Product Marketing & Sales Manager Jobs In Dubai | Hitachi Energy

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Company: Hitachi Energy

Location: dubai

Category: other-general

Product Marketing & Sales Manager Jobs In Dubai | Hitachi Energy

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You as a Product Marketing & Sales Manager will be part of Hitachi Energy business based in Dubai, UAE. Securing sustainable transformer Service Profitable Growth. Making sure the APMEA Sales Teams look after the whole sales funnel from the activation of the related quotation and bid and proposal/tendering stage to price setting in full coordination with the WCFE organization with the objective of speeding up the decision-making process and price decisions

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Responsibilities

Strategy: Securing growth on a sustainable basis by means of proper Strategy definition and effective implementation across Europe in cooperation with the GPG. Create Growth plans and ensure implementation in the Countries and Markets of the local go-to-market product marketing strategy including definition and communication of product value propositions and product positioning in accordance with the global product marketing strategy.

Targets: Together with the demand side team, accountable for achieving the yearly Hub TRES OR target and establishes product marketing targets and budgets. Ensuring their achievement through regular oversight, and definition and implementation of improvement plans as needed.

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Requirement

Training: Driving sales efficiency by ensuring appropriate product knowledge (technical and sales) for each salesperson. Ensuring know-how sharing, cross-collaboration and a common way of working.

People leadership and development: Ensuring with HR Manager supporting that the area of responsibility is properly organized, staffed, skilled and directed. Coaching, motivating, and developing direct and indirect subordinates within HR policies.

Safety and Integrity: Living Hitachi Energy's core values of safety and integrity, which means taking responsibility for your own actions while caring for your colleagues and the business.

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