

Senior Marketing & Business Development Manager

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Company: WhiteCrow Research

Location: Dubai

Category: healthcare-practitioners-and-technical

About our client:

Our client is an American corporation headquartered in Saint Paul, Minnesota.

They develop and offers services, technology, and systems that specialize in the treatment, purification, cleaning, and hygiene of water in a wide variety of applications.

Our client helps organizations, both in private as well as public markets, treat their water for drinking use and use in food, healthcare, hospitality-related safety, and industry.

Our client work behind the scenes at nearly 3 million customer locations throughout the world to solve operational challenges, reduce environmental impact, and protect brands.

Their 47,000 associates deliver comprehensive science-based solutions, data-driven insights, and world-class service to advance food safety, help maintain clean and safe environments, optimize water and energy use, and improve operational efficiencies and sustainability for customers in more than 170 countries.

Responsibilities:

Supervising the movement, distribution, and storage of supplies and materials in

company.

Planning routes, analyzing budgets, and processing shipments.

Managing warehouse inventory and keeping records of the inventory.

Monitoring and managing budgets.

Selecting carriers for transportation and negotiating rates and contracts with carriers.

Responding to and resolving complaints and problems.

Keeping up-to-date on shipping carriers, routes and rates and any changes to them.

Overseeing and organizing sourcing, receiving, storage and shipping of materials and products.

Stretched assignment in terms of full accountability for Innovation and Digital solutions deployment.

Requirements:

Strong knowledge of business and sales growth techniques

Experience in managing sales or marketing teams

Intelligent/smart problem solver with presentable pleasing personality

B2B experience

Good Communication Skills

English Fluent

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