

## Specification Manager

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Company: Beresford Wilson & Partners (BWP)

Location: dubai

Category: other-general

Specification Manager Jobs in Dubai, UAE by Beresford Wilson & Partners (BWP) | ArabJobs.com Specification ManagerBeresford Wilson & Partners (BWP) - Dubai, UAE Posted In 13/10/2013Apply For JobApplicants 9 Views 5936Job Description Responsible for the generation and management of specifications and product sales within the defined territory relative to pre-determined sales targets and budgets. Development of close working relationships with customer base, focused on work with Clients & Specifiers, Developers, Contractors in particular, utilising agreed sales-techniques and approach.Key Accountabilities• Achievement of sales targets relative to budget• Measured activities relating to specific sales plans• Achievement of specifications and collective tracking of projects through to conversion success• Management and development of key customers• Development of new customers as appropriate• Professional time management• Recording of activities via CRM systemHealth, Safety and EnvironmentEnsure activities are carried out whilst complying with all measures introduced by the company with respect to Health, Safety and the Environment. In particular to comply with all procedures, safe working methods and practices and agreed rules to protect your own Health and Safety as well as others that may be affected by your actions, or omissions.Fully support the Health and Safety Policy, as laid down in the Company procedures. Job Category Administration & Secretarial Job Requirements Experience Any Career LevelSupervisor/ Manager Job TypeFull TimeVacancies3 Open PositionsSalary Negotiable GenderAnyDegree LevelAny Faculty / Institute Any Major Any Age Any NationalityAny Residence Location Any Languages Any Own a CarAny Have Driving LicenseAnyJob SkillsLanguage capabilities preferable – English / Arabic /

Indian Experience of living and working in the UAE essential Mechanical Engineer qualification or similar suitable professional qualification preferable Knowledge of industry standards and design criteria Past experience in dealing with MEP Consultants / Contractors at a senior level Existing MEP Consultant relationships preferable Ability to work as part of a team, be motivational, as well as being self-motivated Ability to monitor own performance and take appropriate action to maximise outputs Excellent communication and relationship skills Computer literate, competent in MS Office (Outlook, Word, Excel & PowerPoint) Time management skills Flexibility relative to on-going business needs Basic Salary: AED 15-20,000 pcm to include accommodation allowance Bonus Opportunity: TBA - based on sales performance of business Medical Cover: Provided (extended to local family by discussion only) Expense Account: As required on external visits Holiday Entitlement: 22 days + Local Holidays Transportation: Own transport required, but fuel and Salik allowance provided Mobile Phone: Will be provided Computer: Laptop/iPad as required Flights: One economy flight pa (extended to local family by discussion only) About The Company BWP is a privately owned, top-end, low volume specialist recruiter with an emphasis on the Middle East markets. The company has pedigree, a pedigree that comes with over 30 years' combined experience of the local markets and from the capabilities of our staff and from their intimate knowledge of all major white collar sectors in the MENA region. As well as our bespoke search capacity, we are also able to professionally and knowledgeably advise on all aspects of the human capital dimension; from salary surveys and recruitment strategies to general HR policy, development and training. Company Industry Recruitment Agencies Apply For Job Or share with friends Share this job to: Similar Jobs

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