

United Arab Emirates Jobs Expertini®

UAE Senior Sales Manager - GE Gas Power

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Company: Talent Pal

Location: dubai

Category: other-general

Job Description Summary The UAE Senior Sales Manager is responsible for leading customer relationships across the gas power services portfolio within UAE between private and government entities. Responsible for orders commitments and convertible orders for a defined region will manage the customer relationship for accounts within respective region and lead deal negotiations / closure with customers while partnering with commercial operations to develop winning strategies and achieve order closure. High levels of commercial judgment are required to achieve the required outcomes. This specific role is offered in Dubai

UAE Job Description Roles and Responsibilities Excellent understanding of the UAE energy market (dynamics & trends) including the regulatory framework and the various players within the market. Develop long term strategic plans by market and customer to drive penetration and growth. Build and maintain relationships with Government entities system operators and government agencies responsible for the power sector within UAE. Develop relationships with investors financial institutions fuel providers. Continuously monitor and drive opportunity development by early engagement of project developers. Provide leadership through the formulation and execution of proposal strategies with the respective internal teams. Drive orders sales cash and contribution margin growth. Support positioning of the Upgrade offerings and LongTerm Service Agreements. Provide support to the project implementation team. Share knowledge internally and use market knowledge to drive sales opportunities with customers. Maintain ongoing customer relationships and ensure customer satisfaction. Provide demand forecasting and pacing support to Sales Operations. Responsible for keeping NEX up to date with the regions opportunities (forecast and

active).Required QualificationsBachelors degree in engineering or Businessrelated discipline from an accredited college or universityPrevious Sales or Execution experience within the UAE energy marketMinimum of 7 years of experience in Marketing Sales Project Management Commercial Operations Technical Sales or/and Customer Service Leadership within the Power Generation industryMinimum of 7 years of knowledge of Gas Turbine and Steam Turbine technology products and servicesDesired CharacteristicsStrong account management skills including developing relationships at the Csuite level.Strong technical background and familiarity with Gas Turbine and Steam Turbine technologyStrong oral and written communication skills at an executive levelAbility to work across functions and matrix organizations.Ability to work independently and be a selfstarter.Business acumen / analytic ability with a holistic solution MindsetKnowledge of gas turbine auxiliary systems and potential upgrade offeringsBroad and deep understanding of the commercial cycle including product line / marketing / sales / commercial operations / engineering.Financial analytical skills and strategic planning capabilitiesLongterm business mindsetDemonstrated computer skills including a very strong command of Microsoft Word Excel Outlook and PowerPoint applicationAdditional InformationRelocation Assistance Provided: NoMore jobs on #J-18808-Ljbffr

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