

United Arab Emirates Jobs Expertini®

Vice President, Delivery - Services (APJ MEA Region)

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Company: AIAlamein International University

Location: dubai

Category: other-general

Job Description

Company Description IFS is a billion-dollar revenue company with 6000+ employees on all continents. We deliver award-winning enterprise software solutions through the use of embedded digital innovation and a single cloud-based platform to help businesses be their best when it really matters—at the Moment of Service. At IFS, we're flexible, we're innovative, and we're focused not only on how we can engage with our customers, but on how we can make a real change and have a worldwide impact. We help solve some of society's greatest challenges, fostering a better future through our agility, collaboration, and trust. We celebrate diversity and accept that there are so many different perspectives in this world. As a truly international company serving people from around the globe, we realize that our success is tantamount to the respect we have for those different points of view. By joining our team, you will have the opportunity to be part of a global, diverse environment; you will be joining a winning team with a commitment to sustainability; and a company where we get things done so that you can make a positive impact on the world. We're looking for innovative and original thinkers to work in an environment where you can #MakeYourMoment so that we can help others make theirs. If you want to change the status quo, we'll help you make your moment. Join Team Purple. Join IFS.

Job Description Summary The Vice President, Delivery - Services is accountable for the direct management of the industry verticals overseeing the performance of those specific verticals as it relates to the documented IFS standards. The Vice President, Delivery is also accountable for the execution of the IFS APJMEA regional services partner

program. Duties and Tasks include, but are not limited to: Assist in the tracking & managing of the overall IFS APJMEA services budget. Oversee and monitor the progress of all new implementations in the specified industry verticals. Work directly with Customer Directors in the specified industry verticals. Accountable for the Client Services Partner organization (CSP's) Assist in mentoring additional VPs in specified industry verticals. Provide oversight (quality control) over all new implementations within IFS APJMEA. Execute a successful service partner strategy along the following lines: Partner Services Execution (Methodology & Quality), Partner Revenues (meeting IFS APJMEA Goals/Targets), Developing new Strategies while meeting IFS APJMEA goals/targets, Building an Organic Partner Network that aligns with the IFS APJMEA growth strategy while maintaining a healthy infrastructure to assist Partner needs (Onboarding, PEP etc.), Facilitate (Finance) Month End meetings, Work with Sales Operations (as it pertains to Selling Services, net new sales, and success), Actively participates in Steering Committees and other such client higher level management activities with the purpose of ensuring quality delivery of overall services. Report and execute global Operational Key Objectives (OKR). Other duties and activities as assigned.

Qualifications: Bachelor's degree in business or related discipline is preferred. 10+ years of demonstrated experience in ERP software solutions. Excellent communication, social and presentation skills. Strong computer skills, good organization with the ability to multi-task and prioritize.

Additional Information: Significant traveling will be required.

Job Requirements

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