

VP Commercial - Ecommerce - Last Mile Solutions

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Company: Michael Page

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Newly created role reporting to the CEO|Excellent career progression opportunity

About Our Client

Our client is a multinational corporation at the forefront of the logistics industry, dedicated to providing cutting-edge last-mile solutions. With a global presence and a commitment to innovation, they are seeking an experienced and visionary Vice President (VP) Commercial to drive the growth of our last-mile solutions division, specifically focusing on expanding partnerships with **Ecommerce clients**.

Job Description

Develop and implement a comprehensive commercial strategy to drive revenue growth in the last-mile solutions division.

Identify and pursue new business opportunities, with a primary focus on expanding our client base in the ecommerce sector.

Lead the development of key client relationships, particularly within the ecommerce industry, ensuring a high level of client satisfaction and retention.

Collaborate with cross-functional teams to tailor solutions that meet the unique needs of ecommerce clients.

Establish and nurture strategic partnerships with ecommerce companies to enhance our last-mile delivery capabilities.

Negotiate and finalise commercial agreements, ensuring mutually beneficial terms for all parties involved.

Stay abreast of industry trends, market dynamics, and competitor activities within the last-mile solutions and ecommerce space.

Utilise market insights to refine and adapt the commercial strategy as needed.

Build and lead a high-performing commercial team, providing guidance, coaching, and mentorship.

Foster a collaborative and results-driven culture within the team.

Develop and manage budgets for commercial activities, ensuring effective allocation of resources to maximize ROI.

Provide regular financial reports and forecasts to senior leadership.

The Successful Applicant

Bachelor's degree in Business, Logistics, or a related field. MBA is a plus.

Proven track record of success in commercial leadership roles within the logistics industry, with a focus on last-mile solutions and ecommerce.

Strong business acumen and strategic thinking, with the ability to drive results in a dynamic and competitive market.

Exceptional negotiation and relationship-building skills.

Excellent communication and presentation abilities.

Ability to travel internationally as needed.

What's on Offer

Competitive executive-level salary and performance-based bonuses.

Comprehensive health and wellness benefits.

Opportunities for professional development and career advancement.

Global exposure within a dynamic and innovative work environment.

If you are a strategic and results-oriented commercial leader with a passion for driving growth in the last-mile solutions sector, we invite you to apply for this key executive position. Please submit your resume and a cover letter outlining your relevant experience and achievements in commercial leadership within the logistics industry.

Contact: Bernardo Pereira

Quote job ref: JN-122023-6287328

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