

Business Manager.

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Company: Medtronic

Location: Kuwait

Category: other-general

Careers that Change Lives

We are a company who inspiring the extraordinary; for more than 70 years, we have led the way with purpose-driven healthcare technology. That history compels us to relentlessly pursue therapies that change lives.

The role is opened to continue our daily milestone in serving our patients & partners and give them the highest level of support & partnership which is aligned with our daily mission to alleviate pain, restore health, and extend life. For this role, you will be expected to be in Kuwait and Qatar.

A Day in the Life

Responsibilities may include the following.

- Develop and execute country business plan to deliver set growth of the market and the well-being of customers and patients.
- Represent Medtronic in the local Market, responsible for establishing and managing strong relationships with key decision makers (e.g. Ministry of Health), government relations and ensuring legal compliance, reimbursement and distribution strategies. Provide focus/business alignment of local distributor partners.
- Lead, guide, and coach direct reports to set and achieve business targets, improve selling and negotiation skills and productivity, implement effective account strategies and tactics, and build sustainable customer relationships.
- Be responsible for the annual target preparation and Profit and Loss (P&L) management for the country & business.

Must Haves

- 7-10 years of practical sales, business development and management experience
- Knowledge in leading and managing the execution of processes, projects, and tactics for one or more products
- People management experience
- Good communication skills both Arabic and English
- Baccalaureate degree

We Offer

We offer a competitive salary and benefits package to all our employees:

- Flexible working environment
- Annual Incentive Plan % depending on company results
- Pensionscheme and group discount on healthcare insurance
- Training possibilities via Cornerstone/Skills Lab
- Employee Assistance Program and Recognize! (our global recognition program)

Our Commitment

Our unwavering commitment to inclusion, diversity, and equity (ID&E) means zero barriers to opportunity within Medtronic and a culture where all employees belong, are respected, and feel valued for who they are and the life experiences they contribute. We know equity starts beyond our workplace, and we must play a role in addressing systemic inequities in our communities if we hope to have long-term sustainable impact. Anchored in our Mission, we continue to drive ID&E forward both to enhance the well-being of Medtronic employees and to accelerate innovation that brings our lifesaving technologies to more people in more places around the world.

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