

General Manager

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Company: Expertise Recruitment

Location: Kuwait

Category: other-general

JOB REQUIREMENTS:

- Bachelor's degree in Business Administration or any related field.
- Previous experience of leading sales teams in a dynamic target-led sales environment is essential.
- 10+ years of proven experience in the software solutions industry.
 - Proven experience in a similar role.
 - Proven record of high achievements in B2B sales.
 - Excellent presentation skills, with effective communication.
 - Strong negotiation skills.
 - Excellent leadership skills. Strategic thinker, with aptitude to think creatively and analytically to provide effective solutions.
 - Fluent in English and Arabic.

JOB RESPONSIBILITIES:

- Acting as Center Head, responsible for the operations and performance of the Kuwait office.
- Proactively lead on the business development activity and strategies for the Center.
- Responsibility for the delivery and execution of the Business Plan and profitability of the Center.
- Develop the Marketing strategy and oversee the delivery of the marketing plan.
- Staff recruitment and development.
- Manage and develop strategic relationships with key clients and vendors.

- Explore and identify new opportunities within the market.
- Ensure compliance with contracts and legislation.
- Provision of accurate and timely management reporting and analysis.
- Contract negotiations.
- Office management, ensuring effective administration of all business activities.
- Promote positive work culture and business ethics across the organization.

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