

	DOCUMENT TITLE:	Doc No: JD10
	JOB DESCRIPTION	Rev : 2
		Date of Issue: 25-01-2019

JOB TITLE GENERAL MANAGER – DUBAI OFFICE

PURPOSE To lead Entire operations of Dubai office.

LOCATION Dubai

REPORTING TO CEO

KEY RESPONSIBILITIES:

1. Develop Growth Strategy for the Middle East & North Africa region.
2. The countries assigned will vary from time to time and may include different product segments for different countries.
3. Supervise and give necessary directions for the day to day operations across all fronts of operations.
4. Identify new markets & segments along with sales team.
5. Identify new potential for new products and services for all activities carried out by Vacker.
6. Also identify new opportunities, for future business expansions.
7. Any other tasks assigned by CEO from time to time.
8. Coordinate for participation in exhibitions, conferences etc.
9. Products & Services to be marketed are as explained in our website www.vackerglobal.com and any of other group websites.

Key Performance Indicators

The performance of the designated person is evaluated based on the following measurable performance figures:

- a. Yearly growth of the company in terms of Yearly turnover, Profitability, Employee Satisfaction, customer satisfaction etc.
- b. New business opportunities identified both for present and future businesses.
- c. New Principal companies signed up during a calendar year.

Qualification for the post

Essential

- a. Engineering Graduate (BE, B.Tech or equivalent) in Electrical, Electronics, Automation or Computer Engineering.

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- b. Should have total of at least 15-20 years experience at the time of joining.
- c. Should have 5-8 years of relevant experience in the Middle East at the time of joining.
- d. Valid UAE driving license.
- e. Good written & spoken skills in English Language.
- f. Reasonable exposure in software packages.
- g. Reasonable knowledge in digital marketing.

Desired

- a. Experience in African region.
- b. Knowledge of Arabic
- c. Handling suppliers and principal companies

Products & Services to be marketed:

Please see our website for the entire range of products and services. Apart from these, we are expanding our products to numerous products for sense, measure and control.

Potential client segments:

Following are the indicative list of potential clients:

1. Pharmaceutical whole sale distributors
2. Medicine manufacturers
3. Hospitals
4. High end hotels & restaurants
5. Food processing & storage companies
6. Logistics companies
7. Industries
8. Any other segments added from time to time

Countries being targeted:

The responsibilities will cover the following countries:

1. All Middle East countries
2. All African countries
3. Any other countries assigned from time to time

How to apply : please send your cv to **[career.dubai \(at\) vackerglobal.com](mailto:career.dubai@vackerglobal.com)**

Approved by CEO	Date : 25-Jan-2019
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