

# **Depot and Business Development Manager - Khansaheb Sykes (UAE)**

## **Purpose of Job**

Khansaheb Sykes are currently recruiting for an experienced Depot and Business Development Manager to join our UAE team.

The key purpose of this role is to generate profitable revenue throughout the business structure, reporting directly to the General Manager.

## **Desired Skills and Experience**

### **Key Responsibilities**

1. To achieve the targeted levels of sales revenue, margin and field sales activity as presented in the annual Business Plan.
2. To manage the service and sales operations.
3. To be responsible for profit and loss, Capex, budgeting and planning.
4. To ensure information on financials, invoicing, debt collections, are reported on time and in-line with policies.
5. To ensure stock takes are conducted regularly.
6. To generate leads through the management of existing customer relationships and identifying and following up new leads, including generating enquiries through research and effective territory management.
7. Carrying out professional site surveys, costing and quotations.
8. To complete reports on time including sales opportunity tracking, diary management and monthly reports.
9. To effectively manage a cross-functional team.
10. To liaise with the internal sales team, installation teams and administrative teams with regard to lead generation, survey, quotation and order process.

### **Person Specification**

1. Comprehensive Managerial experience in an Engineering /Technical/ Operations background, preferably with experience in Dewatering or Specialist Pumping within the Sales/ Service/Rental industry in the UAE market sectors of Oil & Gas, Mining and Construction.

2. Proven experience in managing a team.
3. Background in Hydrogeology/Geology would be desirable.
4. Strong Industry knowledge, business acumen and strategic thinking are essential.
5. Flexible and responsive to new tasks, with the ability to adapt energetically to change positively.
6. The ability to manage your own time, ensuring all key objectives are achieved within defined timescales and conflicts are identified and raised appropriately.
7. The ability to understand the drivers of financial performance and incorporate this knowledge into daily activity.
8. The ability to collate trends in performance and identify issues for resolution.
9. The ability to find solutions which meet customer and organisational objectives.
10. Strong development and coaching skills, with the ability to motivate and lead.