



نام شرکت آگهی دهنده: HMR Consultants

عنوان شغلی: Business Manager

نحوه ثبت نام: برای ثبت نام باید به آدرس شرکت مراجعه نمایید و فرم ثبت نام را پر کنید:

<http://www.hmrenv.com/form.php>

همچنین به آدرس ایمیل زیر ایمیل بزنید، رزومه خود را ضمیمه کنید و عنوان شغلی را در **Subject** ذکر نمایید:

human_resources@hmrenv.com

سایر جزئیات مورد نیاز:

Business Manager

HMR Consultants are looking for a qualified business manager to lead and support the development and implementation of the business strategy. This will involve working closely with the management team to identify and win executable business and establish rapid growth within the new market place. Qualified candidates are expected to:

- Apply expertise across the business development life cycle, from opportunity identification to proposal development and contract execution;
- Leverage business development and functional expertise to capture complex technical bids, including identifying and comprehending clients' requirements, developing technical solution options, and establishing a cost-competitive industry solution that can deliver client impact through a winning bid;
- Drive market-based competitive intelligence, market assessments, client assessments, and strategic planning efforts in support of expanding specific client-based opportunity portfolios and pipeline; and
- Manage key stakeholder relationships, keep the business leadership team informed, and engage in advancing strategic partnerships with clients and industry partners.

Basic Qualifications

- 10+ years working experience, with at least 5+ years in a business development role with a proven track record of building and maintaining successful business portfolios

- Experience working in the GCC, oil and gas experience, renewable energy experience and Oman experience would be favourable
- Ability to identify and develop partnerships with targeted innovative technology solution providers across the globe
- Bachelors in an engineering or scientific field, with a masters in a business related field
- Excellent communication (written and verbal) skills, negotiation skills and a positive attitude with an ability to work independently or part of a multi-disciplinary team to deliver results
- Proven commercial abilities in financial planning, marketing and the development and implementation of corporate strategies (please provide examples)