

JOB SPECIFICATION

Position: Director, Business Development Middle East, and North Africa (MENA)
Business unit: Business Development Hub Team
Reporting to: Head of International Business Development MENA
Location: UAE

Job Scope

Development of new business opportunities and to secure the Order Intake according to the technical and economic targets of the company in the MENA region – this role will have particular focus on UAE and Kuwait markets.

Establishment, development and maintenance of customer contacts and long-term loyalty, that should continue after contract signing. Establishment and development of partnerships including industrial cooperation. In the task allocation the customer will be mainly (B2C “Business-Customer”) but also as System Integrator, Distributor, Value-Added reseller (B2B “Business-to-Business”).

The Job Holder hierarchically reports to the Head of IBD MENA.

Job Functions

- Take a lead role in the definition of the market strategy for UAE, in particular Land and/or Naval Forces, and then implement within the context of the regional goals whilst in line with own defined target agreements.
- Produce and execute Capture Plans for the prospects/ campaigns identified in the market strategy.
- Development and continuation of a stable, long-term customer-oriented network for the progression of sales – this includes key industrial partners such as the EDGE group and their entities.
- Build, communicate and maintain trust relationships with internal and external stakeholders, business partners and government authorities (incl. customers, end users, embassies)
- Identify new potential opportunities in allocated markets and consequently follow and mature into campaigns.
- Ensure the acquisition processes efficiently followed, in line with the valid business process of the Group including all relevant stakeholders
- Support the order intake planning and achievement in line with the regional and product related targets and all sales relevant aspects considered for the strategic planning.
- Support contract negotiations in line with the respective Product Sales
- Represent HENSOLDT at marketing exhibitions and other related events where required.
- Assume responsibility in initiating respected compliance clearances process within the Due Diligence process of the Group.
- Manage and support directly the local team in daily tasks, administration and responsibilities as Business Development, Director
- Adhere to high ethical standards and compliance laws, ensuring the parent company policies and legal guidelines.
- Any other tasks associated with the above functions

Requirements

- Substantial experience in International Sales/Business Development in the MENA region
- Experience in cross-functional management in a complex defence and security business environment
- Profound understanding of the defence landscape in the Middle East including procurement processes
- Excellent network within the defence eco-system in the Middle East, both with end-users and within procurement organisations
- Strong negotiation skills with a will to close customer contracts
- At times, extensive travel in the Middle East region and on occasion to Germany should be assumed
- An UAE driving license is mandatory

Qualifications

- BSc degree or equivalent, relevant to the defence industry/ technologies

Overseas Employee Health & Safety Compliance

- The job holder will be expected to comply with any reasonable operational instruction or procedures relating to Company policies, reporting, and controls.
- It also places a duty on employees to cooperate with their employer so far as is necessary to enable their duties to be complied with including the appropriate use of personal protective equipment (PPE)
- Failure to comply with this duty may result in the Company invoking the disciplinary procedure

SKILL MATRIX:

Job Title/Employee	Director, Business Development – MENA -
Skills	
Negotiation	4
PC skills	3
Presentation skills	4
Organisational skills	4
Time management	4
External communication	4
Internal communication	4
Financial acumen	3
Administrational skills	3
Report writing	3
Telephone manner	4
Scheduling	4
Customer relationship management	4
Product knowledge	4
Commercial skills	3
Customer knowledge	4
Competitor knowledge	4
Problem-solving	4
Language Skills (English)	4
Leadership	4
Delegation	3
Decision making	4
Discipline	4

Grading System:

- 0 No knowledge**
- 1 General low level of competency**
- 2 Competent in some respects**
- 3 Competent in most respects**
- 4 Fully competent in all aspects**