

MINERALS BUSINESS MANAGER

PRIMARY RESPONSIBILITIES

- In conjunction with the business strategy set by the EVP and COO and cascaded through the MD, manage operations and develop business to ensure long term revenue and profitability

REPORTING

- Managing Director

SPECIFIC RESPONSIBILITIES

- Translate the global business strategy into a strategy tailored to the country needs and environment
- Provide upward feedback to ensure the global strategy benefits from local insights and remains in line with local requirements
- Analyze market potential and develop competitive positioning and pricing strategies
- Monitor the market and identify the development of new technologies and trends
- Support the development of new services/products for the assigned market segment
- Draft, negotiate and secure contracts for local and international clients (wherever applicable)
- Manage pre and post contract commercial issues, including credit and collection
- Ensure proper staffing, equipment, structure availability for delivering compliant services
- Manage operations to ensure adequate efficiency, productivity and the best quality of execution
- Ensure timely and accurate reporting to customers
- Responsible for claim management
- Communicate with customers to maintain optimum customer satisfaction
- Promote the image, capability and integrity of company to the clients
- Work with other business lines to foster synergies
- Lead, coach and develop the team
- Identify and promote future business leaders
- Ensure and adopt, at all times, a safe behavior by exercising due regard for the health and safety of employees and clients, in line with company policies and procedures
- Comply, at all times, with Integrity and Professional Conduct

PROFILE

- Master's degree in Business Management or engineering or related technical field
- Minimum 10 years operational/management experience in business activities with strong focus on business development
- Strong experience related to Mining industry (preferably international trade)
- Fluent in English, high level of written and verbal English

REQUIRED SKILLS

- Business acumen
- Ability to coordinate, lead and motivate a team towards shared objectives
- Analytical and problem solving skills
- Technical knowledge and experience in the related field
- Ability to work independently and to coordinate many activities simultaneously
- Excellent organization skills
- Ability to persuade at all levels of management
- Excellent negotiation skills

- Service oriented mindset
- Innovative and entrepreneurial spirit
- Superior communication, relationship building, negotiation and interpersonal skills
- Ability to act quickly and decisively
- Ability to make tough calls
- Works well under pressure, challenges status quo
- Results and profit driven

OTHER INFORMATION

- Valid driving license
- Travel is required, sometimes at short notice