

Senior Director, Sales and Proposal at GE Healthcare

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

GE Healthcare provides transformational medical technologies and services that are shaping a new age of patient care. Our broad expertise in medical imaging and information technologies, medical diagnostics, patient monitoring systems, drug discovery, biopharmaceutical manufacturing technologies, performance improvement and performance solutions services help our customers to deliver better care to more people around the world at a lower cost. In addition, we partner with healthcare leaders, striving to leverage the global policy change necessary to implement a successful shift to sustainable healthcare systems. Our “healthymagination” vision for the future invites the world to join us on our journey as we continuously develop innovations focused on reducing costs, increasing access and improving quality around the world. Headquartered in Chicago, IL, GE Healthcare is a unit of General Electric Company (NYSE: GE). Worldwide, GE Healthcare employees are committed to serving healthcare professionals and their patients in more than countries.

Summary

Customer facing staff responsible for winning business Owns/influences commercial business operating guidelines and has ownership/influence over budgets. Guided by functional policy. There is autonomy within the role to enter into/execute Commercial arrangements. High levels of Commercial judgment are required to achieve outcomes required. Strong Line reporting to the Europe and SSA Regional Leader

Scope:

Cover the complete GA portfolio: PAC – Protection, PAC Automation & Control, M&D, Industrial Communication, Utility Communication, Services & AAA.

Support APM (Asset Performance Management) Pipeline & business development with the integration of the activity in GA starting January '23

Prime GA interface for Sales and Commercial within the SSA perimeter

Lead the GA Sales Force within the SSA Region, all GA PSS (Product Sales Specialist) reporting strong line to him (her): total 8 Product Sales Specialist + 1 Marketing & Channel individual

Drive the overall Sales Strategy in the region, Go to market and key account plan

Manage Pipeline, ensure visibility and volume of Opportunities in line with the Budget

Drive strategy to close the large deals in the region

Interfaces with other GS Business Lines within the Region

Dotted Line reporting to the Global GA Sales Leader

Proposed the right delivery model: Europe (Massy for telecom and Montpellier for Automation), India and China depending on the EPC involved

Major Responsibilities:

Deliver on major business goals for the portfolio, incl. financial metrics: orders, CCM%, market share objectives

Develop customer connections & intimacy to ensure business growth. Understand customer touch points & impacts from the beginning of the ITO process

Drive the Account Planning and Key Account Plan with the region with a special focus on the strategic accounts

Build strategy to win the large GA deal within the region

Manage the channel strategy within the region

Coordinate among the various Grid Automation Regions for the cross-regional deals

Drive the Orders opportunity forecast, risks and opportunities

Lead the Pacing calls both with Region and PL when needed

Work collaboratively with Global Commercial, Regions leaders and PL on the development and execution of sales, channel and services strategies.

Monitor and follow-up Action Plans for strategic key accounts, GE2GE channels

Communicate and cascade the value proposition to the various Grid Automation and Account managers & ACS Sales within the Region.

Actively contribute to deployment and promotion of customer tools and interfaces such as the On-Line Store.

Provide Input to the Market Sizing exercise for the PL, analysis of gaps coming from Regions business requests and PL NPI Plan. Participate in Priorities definition with PL Product Management and R&D

Define and monitor Sales objectives for the Sales team members within the regions in line with the Sales incentive plan

Develop and accelerate GA growth actions for the complete GA portfolio in the region

Required Qualifications:

Bachelor's degree in Engineering from an accredited university or college

Knowledge of sales and account management 10 years+ in grid automation or adjacent business (Grid, Industry: Oil & Gas, mining, electro-intensive industries)

Good connection with Africa leaders in our industry

French and English language mandatory

Overview of Power System and Protection Applications for Transmission, Distribution and Industry segments.

Previous experience in People management (successful), clear successful track record in managing remote teams

Ability to understand and improve processes in a cross-functional environment.

Willingness and ability to travel > 30% of the time

Experience in carrying out market assessments and subsequently developing and implementing relevant commercial strategies

Written/oral communication, customer focused, enthusiastic.

Interpersonal and leadership skills, capable of influencing

Working knowledge in Sales Force/SPEAK environment

Financial acumen, knowledge of pricing, costing and product accounting.

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