

# Managing Director MEA (m/f) Chilled Food Products

Reference number:2019-3031

Job:Management

Location:Dubai / United Arab Emirates

## Company description

Our European client is a leading manufacturer in the FMCG industry and present in all continents. The company values an efficient and effective partnership with its clients. Furthermore, the firm offers the possibility to extensively travel in the MEA region. A start-up culture defines the company environment, being supported by a strong parent organization.

The organization is looking for a candidate with previous sales and management experience in the chilled food industry in the Middle East and understanding of small company structures and operations. Our client is looking for a trustworthy Managing Director who will increase the market share in the region.

## About Departer – The German Headhunter:

As an internationally oriented German HR consultancy for the recruitment of multinational professionals, Departer possesses a long-standing expertise in the core markets Germany, Middle East and Australia. Through our regionally established offices in Dubai, Sydney and Hamburg, we are valued as a reliable recruitment partner by numerous companies.

## Job description

Your duties and responsibilities will include:

- Overall managerial responsibility for the Dubai entity and its employees (HR, Admin, Finance, Operations, Business Development)
- Develop a suitable strategy for further market extension throughout Middle East and Africa
- Maintain P&L responsibilities including financial planning, forecasting, and budgeting
- Closely collaborate with business owners and team members in executing initiatives and projects to achieve strategic business goals
- Plan and direct sales and marketing force activities to maximize potential sales volume and profit
- Ongoing improvement of internal processes with the target of enhanced efficiency
- Develop and assist with new product launching campaigns and manage products
- Ability to represent the business at a high standard professionally and to reflect the company's values and culture at all levels of business and the community
- Regular reporting to the Board

## Candidate profile

To be successful in this role you should have the following skills and experiences:

- University degree in Business Management or similar
- Minimum of seven years of management experience in an international company in the chilled food industry
- Middle East experience is mandatory
- Excellent commercial understanding, experience with P&L analysis is a must
- Technical understanding required
- Previous managerial experience
- Experience in business planning and strategies as well as market and competitor analysis
- Ability to build and maintain effective working relationships
- Decision maker, with a hands-on attitude and high intercultural sensitivity
- Fluency in English (spoken and written), German or Arabic language skills would be advantageous
- Long-term commitment

If you are looking for a challenging position in a successful company, we look forward to receiving your application in English. Your application will be treated with discretion and will remain confidential. To create your cost-free virtual portfolio application, click on the link <<[Apply for this position](#)>> at the bottom left of this job offer.