

Country Manager - Pakistan

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Company: Yokogawa Electric Corporation

Location: , , Pakistan

Category: other-general

Country Manager - Pakistan page is loaded Country Manager - PakistanApply locations YMA_Hidd posted on Posted 2 Days Ago job requisition idR-2800 Not just a job, but a career Yokogawa, award winner for 'Best Asset Monitoring Technology' and 'Best Digital Twin Technology' at the HP Awards, is a leading provider of industrial automation, test and measurement, information systems and industrial services in several industries. Our aim is to shape a better future for our planet through supporting the energy transition, (bio)technology, artificial intelligence, industrial cybersecurity, etc. We are committed to the United Nations sustainable development goals by utilizing our ability to measure and connect. About the TeamOur 18,000 employees work in over 60 countries with one corporate mission, to co-innovate tomorrow. We are looking for dynamic colleagues who share our passion for technology and care for our planet. In return, we offer you great career opportunities to grow yourself in a truly global culture where respect, value creation, collaboration, integrity, and gratitude are highly valued and exhibited in everything we do.

Key Responsibilities & Accountabilities

- Achieve budgeted financial KPI (Order Intake – OT, Sales Target - ST, Gross profit targets - GP)
- Develop new business across all industries (E&S, Materials, Life, Y-products)
- Work with Channel partners to expand business, including identification of new Channel partners
- Carry out account activities so that we could get revenue from top notch customers in a stable manner
- Make a strong team consisting of right skills
- Collaborate with Engineering Dept to consider low cost engineering in the country to support entire YMA business

Qualification and Experience

- Preferably Graduate / MSc holders in Control Systems / Automation
- Experiences of industrial automation sales business

development activities for more than 20 yearsExperiences of being senior leader for more than 10 yearsRequired Competencies / skillsKnowledge about Yokogawa products/solutionExcellent leadership Skills / Team Building Skills / Communication and Negotiation SkillsYokogawa is an Equal Opportunity Employer. Yokogawa wants a diverse, equitable and inclusiveculture. We will actively recruit, develop, and promote people from a variety of backgrounds who differ in terms of experience, knowledge, thinking styles, perspective, cultural background, and socioeconomicstatus. We will not discriminate based on race, skin color, age, sex, gender identity and expression, sexual orientation, religion, belief, political opinion, nationality, ethnicity, place of origin, disability, family relations or any other circumstances. Yokogawa values differences and enables everyone to belong, contribute, succeed, and demonstrate their full potential.Are you being referred to one of our roles? If so, ask your connection at Yokogawaabout our Employee Referral process! About Us Yokogawa, award winner for 'Best Asset Monitoring Technology' and 'Best Digital Twin Technology' at the HP Awards, is a leading provider of industrial automation, test and measurement, information systems and industrial services in several industries. Our aim is to shape a better future for our planet through supporting the energy transition, (bio)technology, artificial intelligence, industrial cybersecurity, etc. We are committed to the United Nations sustainable development goals by utilizing our ability to measure and connect. Our 18,000 employees work in over 60 countries with one corporate mission, to co-innovate tomorrow. We are looking for dynamic colleagues who share our passion for technology and care for our planet. In return, we offer you great career opportunities to grow yourself in a truly global culture where respect, value creation, collaboration, integrity, and gratitude are highly valued and exhibited in everything we do.

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