

Head of Engineering – United Arab Emirates

- Leadership opportunity
- Based in Dubai, United Arab Emirates

- Compensation and Benefit Package: Negotiable

ERLMS Limited is a professional management consulting firm specialising in providing Organisational & Human Resource Management Consulting, IT System Development & Solution and Executive Search services to companies worldwide.

Our client, a leading Infrastructure and Commercial Engineering Service and Solution provider, is seeking a Head of Engineering to be responsible for the engineering consulting division of the company in the United Arab Emirates.

Reporting to the Managing Director, United Arab Emirates, your primary responsibilities include:

- Oversee, lead, direct and manage the Engineering Consulting division and teams, including taking ownership of all strategic planning, budget planning, strategic marketing, business development, client management and support, people and project management and all operational activities of the division.
- Develop, lead and manage the Engineering Consulting division, including dealing with a multi-cultural and multi-national team, and responsible for strategic expansion of the division, business development, project design and management, client support services and profit and loss of the division.
- Coach, lead and support the Engineering Consulting teams in their day to day duties with a view to optimising the quality of service delivery and expanding profitable opportunities.
- Develop a planned, consolidated and structured business development approach and service offering plan to expand existing account offerings in alignment with the group's growth strategy and profitability; position has full accountability of profit and loss of the division.
- Set the standards for the Engineering Consulting service lines in regard to operations, quality, output, growth and profitability.
- Identify, propose and develop new business opportunities and cross-discipline service line offerings.
- Develop an integrated Engineering Consulting division across a group of business consulting divisions that are used to offering and delivering stand alone services and solutions.
- Establish and ensure strong relationships with Key Account Clients.
- Gain senior management's buy in and support to build capacity and capability of the Engineering Consulting teams.
- Stay abreast of the latest industry trends, identify potential business partners and/or acquisition targets, conduct continuous benchmarking of operational and consulting excellence within the industry and define and expand service offerings in the across industries in the market.

KEY SKILL AND ATTRIBUTE REQUIREMENTS

- Track record of improving and growing Engineering Consultancy Operations.
- Experience in SMEs required.
- Must have United Arab Emirates and the Middle East engineering market knowledge and work experience.
- Familiar with international accounting & taxation regulations and operations.
- International and change management experience.
- Self starter with good business sense and strong business development background.
- Strong and proactive leader with proven track records of people management.
- Strong influencing, negotiating, communicating, coaching and counselling skills.
- Excellent written and spoken English and Saudi Arabian language a plus.
- Free to travel on business.

WORK EXPERIENCE AND QUALIFICATION

- Degree holder in Engineering (Petrochemical, Building, Structural, Civil Engineering or Construction).
- 10 years plus in a senior Multi-Disciplinary Engineering Consultancy management role.
- 3 years plus in establishing new engineering service lines.

Candidates of any nationalities with strong engineering consulting background are encouraged to write in immediately.

The Hiring Company would like to have someone on board as soon as possible. Interested candidates, please send in your application immediately.

To apply, please email your detailed resume with a covering letter explaining your suitability for the position to ERLMS Limited on executivesearch@erlms.com. Please also indicate in the resume your current and expected salary packages.

ERLMS Limited
Management Consulting & Services

All information collected is solely for recruitment purpose and will be treated in the strictest confidence.