

General Manager

Description

This position is accountable for the overall success of the company, meeting and exceeding revenue measures. Constantly strive for improvements in work process and results to better meet client's expectations.

Responsibilities

1. Strategically identify and develop new business opportunities that either expand on current business or have the potential to generate new revenue streams.
2. Support the senior managers to prepare and write bids for tenders and/or proposals that place the company in the position to win business.
3. Provide high level client interface and assist staff as necessary with building a secure relationships
4. Building excellent staff culture and client relationships, through leadership, by example and strong interpersonal skills.
5. Cultivate high levels of staff retention by creating a challenging, stimulating and exciting work environment which encourages optimal individual and team performance.
6. Responsible for the quality, timeliness and presentation of work and ensuring a high degree of professionalism is maintained

Qualifications

- Bachelor's degree from a reputable organization.
- MSc/MBA is mandatory and must also be professionally certified
- 8 -10 years working experience in the same capacity
- Strong experience in managing a diverse workforce including both sales and operations.
- Strong interpersonal skills and the ability to build relationships external partners
- Ability to work independently and with professional discretion.
- Excellent writing, editing, grammatical, organizational, and research skills.

Contacts

Qualified candidates should forward their CV to recruitment@lingtonandbernie.com using the role as the subject of the mail.

Hiring organization

Lington & Bernie Consulting Ltd

Employment Type

Full-Time

Job Location

Lagos, Nigeria

Date posted

December 2, 2020

Valid through

31.12.2020