

Senior Manager - F/M/X

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Company: Amaris Consulting

Location: Vietnam

Category: other-general

Job description

Mission Description

At Amaris Consulting, our Managers are best described as **intrapreneurs** They have the opportunity to shape the future of Amaris Consulting and potentially rise as the leaders of tomorrow.

As Senior Manager at Amaris Consulting, you will be navigating the following **3 core dimensions**

Business Development & Client Relations:

Conduct market research to pinpoint prospective clients.

Initiate contact with potential clients through cold calling.

Coordinate meetings to identify projects where our expertise can be invaluable to clients.

Recruitment & Team Leadership:

Take charge of recruiting your consultant team by seeking out top-tier talent with relevant expertise.

Foster growth and skill enhancement for your consultants across diverse projects, ensuring their long-term professional progression.

Maintain regular check-ins with your consultants to guarantee the success and

satisfaction of projects.

Business Unit Management:

Steer your business unit with a focus on its overall health and success.

Oversee Profit & Loss assessments to proactively identify and rectify potential business challenges.

Devise strategies to enhance turnover and contributive margin.

Contribute to the construction of the annual Business Plan and achievement of objectives.

Support and monitor your team by developing individual skills.

Challenge and propose initiatives, existing processes, and projects to be executed.

Join us if you're aiming for the directorial ranks! Embark on a journey with us and harness your inherent managerial prowess.

Profile Requirement

We are looking for business professionals with an entrepreneurial spirit, who want to push themselves beyond their limits. We need highly ambitious self-starters seeking new challenges :

BA/MA degree above in Business, Engineering, or related majors;

Interested in working in a demanding environment where excellence is the main driver;

You have at least 3+ years of experience in Business Development activities with strong knowledge in one of the following verticals: Automotive/ IT/ Telecommunications/ Pharma;

You are good at managing and maintaining relationship with international clients;

Strong entrepreneurial spirit, keen sense of communication, strength of conviction, leadership, and ability to identify talent and to develop skills to adapt to the local economy;

Excellent written and spoken English and Vietnamese.

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