**General Manager-VNR Limited**

VNR Limited, a Ghanaian-owned registered company providing engineering, construction, maintenance and procurement services is looking to employ an engineer with relevant work experience of 5+years as General Manager.

**Key Responsibilities**

* Lead in all sales, marketing and project execution of VNR Limited
* Create detailed proposal documents, often as part of formal bidding process which is largely dictated by prospective customer
* Prepare detailed forward works plans for the department in consultation with top management.
* Manage and ensure the profitability of VNR and Sherwin Williams Stores
* Develop & monitor the operations plan to achieve specific objectives.
* Attracting new clients by innovating and overseeing the sales process for the business.
* Cold call to arrange meeting s with potential customers to prospect for new business
* Identifying and researching opportunities that come up in new and existing markets.
* Preparing and delivering pitches and presentations to potential new clients.
* Combining efforts and fostering a collaborative environment within the business as a whole.
* Communicating with clients to understand their needs and offer solutions to their problems.
* Creating positive, long-lasting relationships with current and potential clients.
* To control and effectively manage all the operations of VNR Limited
* Establish and adjust the resource levels to achieve targets and objectives.
* Ensure all plans & processes are in place to enable projects to be completed on time, within budget, as per specifications and policies.
* Anticipate and devise solutions to meet all expected future requirements.
* Evaluate processes & strategic plans & take corrective actions as necessary.
* Identify technological resources and evaluate them for accuracy and suitability.
* Maintain and promote safe practices and procedures.
* Lead in the assessment of the training needs of staff and establish a training program.
* Ensure the profitability and growth of VNR Limited.
* Reviews analyses of activities, costs, operations and forecast data to determine progress toward stated goals and objectives.
* Develops, reviews, updates, and implements business strategic planning, including sales, financial performance, and new product development.
* Oversees to the review of operating reports and resolve operational problems to ensure minimum costs and prevent operational delays and to meet future growth.
* Oversees key projects, processes and performance reports, data and analysis.
* Reviews and supports development and sales to oversee design concepts with fundamental or new technology used for new or existing products or improvement to provide cost reduction, customer requirements, and market growth.
* Reviews operations and plans to meet requirements for sales planning and to ascertain manufacturing or outsourcing requirements to develop new markets.
* Reviews and approves preparation of accounting analysis for budgetary planning and implementation, production efficiency, financial reporting, budgetary planning and submittal for capital expenditures.
* Lead in providing safe, reliable and quality service that meet all corporate and client objectives and regulatory requirements.
* Serve as the principle point of contact and communication with the client and primary corporate liaison with clients.
* Oversee development of an annual operational budget and manage key performance indicators (KPIs) against established financial targets.
* Ensure the identification and delivery of required safety, training and certification programs is successfully accomplished.
* Oversee the supervision of assigned personnel, including hiring, work allocation, training, motivating employees to achieve peak productivity; manage performance; and recommendations for career development, promotion, discipline and separation.
* Ensure there is workforce compliance with all related safety rules and procedures and that hazards, risks and dangers are reported as required.
* Any other duties that may be assigned

**Skills**

* Ability and desire to sell
* With a solid track record of past sales and ability to meet and/or exceed sales target
* Excellent communication skills
* Excellent negotiation skills
* A positive, confident and determined approach
* The skill to work both independently and as part of a team
* Excellent presentation skills
* A full driving license