

United Kingdom Jobs Expertini®

General Manager Mining

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Company: TIRO SELECT LIMITED

Location: United Kingdom

Category: other-general

Remote in Year 1 – up to \$120,000 – Part Time – 12 month FTC - 2 days / week Hybrid in Year 2 onwards – up to \$400,000 – Full time - Permanent My client is an established dealership for the global market leading manufacturer of construction and mining equipment. This is an opportunity to work on the world's largest mining project and in Asia. The General Manager will initially be required to lead the bid and once it has been successfully won, build out and spearhead the delivery of the service.

Role and Responsibilities

Create the vision, conceptualize, and communicate the vision for the dealership when it comes to infrastructure, training, and personnel investment. Lead bid responses, working closely with multifunctional teams such as product support, sales and commercial departments to structure and package the RFP/RFQ. Development a proactive mining culture, building the mining organization and prepare Allied employees for their roles in engaging with customers. Client facing experience, having worked for or alongside mining customers as a customer, dealer, or mining consultant. Client facing experience, specifically risk sharing, parts availability, technical support, policy support, the manufacture's technical staff in the field and to safeguard the dealer's interest. Training of the service engineers to work at the site with the support of the manufacturer and the training tools and staff available in-house. A proven track record of successfully working with service contracts, from simple labour contracts to full MARK. Knowledge of pricing, both labour and parts, understand costs attributed to putting together a service support team, and be very comfortable building up a contract, Service Contract Management and execution. Manage the risk sharing products and Insurance to safeguard dealers' interest in terms of availability guarantees and penalty clauses. Maintaining

mobile equipment fleets and managing teams that have managed fleets
Awareness of M&R concepts, including the core areas of maintenance and repair, backlog management (BL), Planned Maintenance (PM), Planning and Scheduling, and Condition Monitoring
Management of concepts of sourcing, stocking, management of consumable and safety stock
Management of component strategy planning and understand various forms of component planning (New, Reman, PEX) Develop infrastructure, including a Component Rebuild Centre
Requirements
15 years' experience of Mining
10 years' experience of building and delivering large scale Mining projects
10 Years in a Senior Leadership position, preferably at C-Level
10 years of experience in Mining (Ultra Class) dealer management
10 years of recruitment and selection of service engineers and person
Educated to Degree level
Communication skills both written and verbal
Travel to Pakistan and Dubai for meetings at a weeks' notice
Travel up to a week a month on occasion
Initially work from current base country but flexible when engaging with colleagues in Pakistan in different time zones
Attend an in-person customer meeting on 6th June 2024 in Dubai (Desirable)
Remuneration
Y1 – up to \$120, 000 – Part Time – 12 month FTC - 2 days /Y2 – up to \$400, 000 – Full time - Permanent contract
Travel and accommodation paid when travelling over
Assistance if relocation is the preferred option longterm

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