

JOB DESCRIPTION

Job Title	General Manager - Remote Life Support
Department	Government Services
Location	Government Services Dubai/ Legends Headquarters.
Position Reports To	SVP - Business Development, Government Services

I. Job Purpose:

1. To generate the necessary organisation and regulatory framework within ISS to successfully conduct business with government, non-government and industry majors within the field of Remote Life Support (RLS) services globally.
2. To enhance the ISS Government Services' capability globally in order to secure market share opportunities in the fields of logistics support to military, government, NGO and industry principals in remote and developing areas.
3. To develop business relationships with key individuals within government, NGO and industry and industry in pursuance of RLS opportunities.
4. To take the lead on product definition work to develop a generic RLS capability and client specific offerings to make ISS competitive both as a sub and prime contractor within the RLS sector.
5. To liaise with the ISS Marine Academy to provide RLS specific training for staff, partners and sub-contractors on logistical, procurement, regulatory and technical subject matter.
6. Develop and maintain effective client and potential client relationships
7. Represent ISS at national and international industry events/conferences/forums.
8. Assist in the implementation the ISS Government Services strategy.
9. Follow-up and conversion of business leads across all GS activities
10. Management of the overall RLS business development function including:
 - a) Financial planning and budgeting.
 - b) Day to day oversight of the outsourced RLS project management.
 - c) Global competitor and market analysis in the RLS sector.
 - d) Assessment and development of Joint Ventures and acquisitions within the RLS sector.
 - e) As the Group's RLS subject matter expert, liaise extensively with GS Capability on service delivery improvement matters.
 - f) Management, monitoring, reporting and communication in regard to financial and physical resources, administration and budgeting.

II. Principal Accountabilities :

No.	Description
1.	Lead conversion as agreed with SVP Business Development, Government Services.
2.	EBITDA generated as a result of RLS activity, regardless of business stream/regional realisations.
3.	Development of a RLS Pipeline out to next 12-months.
4.	Initial bid preparation, identification of Project Management milestones for each RLS project.

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III. Performance Measures :

No.	Description
1.	EBITDA
2.	Increased RLS customer base.
3.	Strategy implementation, including identification of acquisition targets.

III. Qualifications, Experience, and Skills :

No.	Description
1.	Post Graduate Degree (or equivalent) with the required technical/administrative qualifications/experience to operate in the RLS sector.
2.	Extensive experience in project management/coordination of remote camp support. Ideally this experience should incorporate the management of operations in the field.
3.	The candidate will have excellent business acumen and a well-proven track record in delivering innovative solutions to complex problems in pressurised situations globally.
4.	The candidate should have a working knowledge of contracting methodologies of international organizations such as UN, NATO, WHO.
5.	The candidate should have multiple business contacts across international organizations such as UN, NATO, WHO
6.	The candidate should have successful business development background, ideally in the RLS sector.
7.	A working knowledge of government and non-government funding mechanisms.
8.	The candidate should understand the functioning Government Departments and the legalities that will bind ISS in long and short term contracts.