

Technical Office Manager
 Alghanim International
 Kuwait

You will be responsible for analysing information and evaluating results to choose the best solution and solve problems for the project & client, as well as, coordinating between the construction and engineering teams ensuring that the construction requirements are conveyed to the engineering teams and that the engineering deliverables satisfy the construction requirements.

Apply Now **JB3295071**

Public Relation Manager
 Holiday Inn Kuwait
 Downtown - Kuwait

You will be responsible for providing leadership with regard to the development of the overall hotel Public Relation, supporting all hotel sales areas in advertising, promoting relevant communication support to achieve budgeted sales goal of the Rooms Department and others, as well as, preparing Market trend report and developing communication plan.

Apply Now **JB3295072**

Sanitary & Tiles Buying Manager - Safat Home
 Kuwait

You will be responsible for understanding the global & local market trends & changes, analyzing market research data on consumer behavior and competition analysis to identify any gaps in the existing assortment & lead the buying team on development of vendors/ ranges, as well as, reviewing regularly performance at detail level.

Apply Now **JB3294685**

Sales Fashion Advisor
 ASCEND Retail
 Kuwait

You will be responsible for providing excellent customer service in order to build client book and customer base to increase sales, respecting the time schedules and punching attendance cards, being involved in stock control and management, as well as, managing customer request, complains & queries.

Apply Now **JB3294579**

Senior Accountant
 Hilti Company
 Kuwait

You will be responsible for defining and executing collection strategy and following up on, collecting and allocating payments, building personal relationship with main accounts, resolving collections by examining customer payment plans, payment history, credit line and ensuring credit profiles of all customers are complete in all aspects.

Apply Now **JB3295349**

F&B Outlets Manager
 Holiday Inn Kuwait
 Downtown - Kuwait

You will be responsible for supervising the functioning of all F&B employees, facilities, sales and costs, to ensure maximum departmental profit is achieved, coordinating and supervising the preparation, presentation and service of food products to ensure the highest quality at all times, as well as, coordinating with the Finance Manager.

Apply Now **JB3295099**

Regional Freight Manager - Shipping - M.H. Alshaya Co.
 Kuwait

You will be responsible for monitoring and managing the Shipping Managers and group freight operational activities across multiple markets and developing the Shipping Operations teams to achieve company targets and goals ensuring that freight cost reduction and improved service levels are maintained.

Apply Now **JB3295093**

Digital Engagement Manager - CRM - M.H. Alshaya Co.
 Kuwait

You will be responsible for the management and adoption of new digital marketing technology across the business, approval processes for all digital brand development across websites, mobiles sites, search and social media while setting quality assurance standards and best practices, as well as, continuously monitoring Alshaya's brand channels.

Apply Now **JB3295086**

Finance Manager (Arabic Speaker Only)
 Cravia - KSA

You will be responsible for providing direction and manage the Finance Team, ensuring proper financial and internal controls with regards to all transactions including payments, receipts, credit cards payments, purchases, fixed assets, depreciation, payroll and all related accounting documents including vouchers, cheques invoices etc.

Apply Now **JB3295431**

Manager - Anchor Relations
 Future Career Generator
 KSA

You will be responsible for building strong relationships with client contacts, scheduling and hosting recurring, non-sales, conference calls with all assigned clients to discuss changes with client environment and Silversky, answering questions related to services and reporting, as well as, reviewing status of outstanding issues of escalations.

Apply Now **JB3295670**

Front of House Manager
 M.H. Alshaya Co.
 KSA

You will be responsible for managing the day-to-day operations of the restaurant, ensuring that sales, profitability and customer service targets are met and that the most suitable products and services are available to the customer, as well as, improving the company's performance and ensuring business growth by exploiting opportunities.

Apply Now **JB3295493**

Production Manager
 DORMA Gulf Door Controls
 KSA

You will be responsible for developing the plant and its production technologies according to the market requirements, presenting the plant possibilities to the sales department and other plants/ areas, as well as, benchmarking the plant with other internal and external plants and strengthening core competencies by implementing best practice processes.

Apply Now **JB3236803**

Territory Sales Manager
 DORMA Gulf Door Controls
 UAE

You will be responsible for generating sales in the assigned territory of the respective channel and be accountable for the overall performance of the assigned territory, planning and implementing comprehensive sales plan for the assigned territory that would contribute towards revenue and profit achievements.

Apply Now **JB3268197**

Manager - Compliance & Market Regulation - Pearl Executive Search - UAE

You will be responsible for the effective management of regulatory and compliance matters in support of business objectives and to ensure our client operates according to its regulatory and compliance obligations including data protection, as well as, developing and drafting rules, policies and procedures in line with regulatory obligations.

Apply Now **JB3295697**

Architectural Specification Sales Manager
 Forms+Surfaces - UAE

You will be required to be a highly motivated sales professional with proven success in the architectural and design market and a thorough understanding, and successful history, of working with architects, interior designers, and landscape architects, as well as, having experience in building materials with technical, design-oriented solutions.

Apply Now **JB3295648**

Manager/ Senior Manager - Business Recovery Services
 PwC - UAE

You will be responsible for reviewing of working capital cycles in a business, and (often rapid) diagnostic of key issues and areas for concern, rapidly understand key business processes and working capital requirements, as well as, financial analysis of opportunities for working capital reduction, within context of commercial requirements of business.

Apply Now **JB3295641**

General Manager - Digital Printing - Fishhook Selection
 Qatar

You will be responsible for developing and maintaining a professional, flexible and focused team which will maintain business growth through highly-efficient and productive manufacturing and highly-effective creative services, as well as, targeting excellence through continuous improvement tracked and measured on a month-on-month basis.

Apply Now **JB3295749**

Procurement Manager
 Professional HR Consultants
 Qatar

You will be responsible for developing, leading and executing procurement strategies, tracking and reporting key functional metrics to reduce expenses and improve effectiveness, crafting negotiation strategies and closing deals with optimal terms, as well as, partnering with stakeholders to ensure clear requirements documentation.

Apply Now **JB3295730**

Boutique Manager
 Qatar Airways
 Qatar

You will be responsible for achieving sales target, ensuring the tolerance for stocks shrinkage does not exceed the budgeted target and cash discrepancies of associates is monitored, as well as, looking after stock deliveries, staff allocation, merchandise standards, shelf edge labeling and shop cleaning and addressing any merchandise issues.

Apply Now **JB3295634**

Commercial Financial Analyst
 Atkins
 Qatar

You will be responsible to be a business partner to the Infrastructure Business, primarily Contract 2, within the Qatar business and support the Finance Director/ Financial Controller where required. In addition, the role will also manage Divisional business reporting, including Business Unit profitability reports and analysis and productivity analysis and forecasting.

Apply Now **JB50068059**

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