

## General Manager - Fuel & Lubricants

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

### Overview

Our client is looking for a General Manager - Fuel & Lubricants to join their team **Duties and responsibilities include but are not subject to:** Translate and deploy the group portfolio strategy for the division.

Optimize the market position of the division in the market.

Contribute actively to the group strategy synergy programs and the group business planning process.

Manage and optimize the profitability of the division.

Seek for new market opportunities within the business scope of the division.

Continuously improve risk management programs and procedures.

Ensure customer satisfaction and drive customer loyalty.

Ensure operational effectiveness and efficiency through optimal processes.

Ensure employees are motivated, loyal, appropriately compensated and have the required skill level.

Lead the business planning process and ensure timely implementation of the annual business plan through operational systems and procedures.

Give strategic direction and hands-on leadership to the management team to drive commercial growth.

Ensure the financial viability and cost structure is regularly analyzed and appropriate measures are taken to monitor and reduce costs in relation to the operations.

Ensure decisions of the Management Committee are communicated to all levels of the

organization and are implemented.

Chair weekly Management Team Meetings to ensure close operational management of all activities.

Monitor the sales budget progress and report on business development plans / activities.

Manage staff motivation programs leading to increase productivity, loyalty and retention.

Ensure accurate manpower planning, including recruitment administration and proactive coordination with support functions. **Skills** Excellent communication skills. Highly organized.

Strong work ethic. Good interpersonal skills. Meticulous attention to detail. Computer

literate. Proactive nature. **Qualifications** Previous experience in general management position in the industry.

Relevant degree, Masters degree preferred.

Experience with contractors servicing the oil and gas industry.

Full knowledge and understanding of a company-wide business planning process.

Strong knowledge of market.

Proven track record in implementing successful business programs.

8 + years total experience.

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