

Operational Development Manager

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Company: TechServe

Location: Australia

Category: other-general

Tracking Code OPDEVMAN0923 Job Description Operational Development Manager As the Operational Development Manager with Techserve you will play a critical role in the strategic growth of the business. In this position you will develop and maintain customer relationships, drive business opportunities and lead commercial negotiations that support growth in both the mining and energy sectors. The key responsibilities of the role include, but not limited to: Drive customer diversification and seek growth opportunities. Manage and develop key strategic customer relationships. Provide front-line point of communication with customers and other key stakeholders. Attend customer interface meetings. Assist in the development of strategic plans. Assist in tender preparation and contract reviews. Development of operational budgets and forecasts for the business. Track operational performance to ensure issues are managed and communicated in a timely manner. Provide operational support to existing customers and projects. Required Skills Essential: Extensive experience in coal mining and/or energy sectors operations/contracting. Evidence of proven success in a similar role. Thorough understanding of business management principles (people, process and financial operational management). Exceptional leadership and communication skills, with the ability to motivate and guide the team towards achieving objectives. Demonstrated positive safety leadership skills and safety behaviour. Strong organisational, planning, reporting and people management skills. Advanced level of computer literacy and the ability to analyse data. Ability to develop strong, long-term relationships with internal and external stakeholders and customers. The ability to utilise investigative and audit tools and processes. Financial acumen and contractual awareness. Ability to pass a QLD

CBM, pre-employment medical. The Benefits: Monday to Friday roster. Fully maintained company vehicle. Industry competitive remuneration package. Professional development opportunities. If you are ready to take the lead, call our Recruitment Team on 49 424 511 or send your application to resume@techserve.com.au. Techserve is an equal opportunity employer. Job Location MACKAY, Queensland, Australia Position Type Full-Time/Regular #J-18808-Ljbffr

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