

Manager - Group Corporate Planning and Strategy

Location

Corporate H/O - 12th floor



Closing Date

12/31/2021

Description

- Actively involve in the development of Long-Range Plan (LRP) and Business Strategy, by appraising global / industry trends, consumer evolution and competitive environment to set Dialog group corporate objectives and goals in line with Axiata group vision.
- Outline the business objectives for BUs in congruent with the corporate goals and coordinate business planning process of Business Units (BU)
- Prepare revenue budgets/forecasts for Business Units (BUs) and Market Business Units (MBUs) in order to support financial budgeting.
- Set targets for BUs and sales teams. Negotiate and agree on sales targets with relevant BUs and the MBUs (Retail, SMB, LMB and LE segments)
- Facilitate formation of projects (initiatives) in order to achieve the business objectives.
- Appraise and make recommendations on investment projects/CAPEX rationalization in line with organizational strategy and ensure value creation to Dialog Group
- Continuously review business and industry dynamics in order to identify emerging market opportunities and competitive threats while providing guidance to Sales, Distribution and Engineering teams
- Engage in key budget project implementations and support the successful achievements of the objectives by providing strategic insights and financial advice
- Make recommendation based on investment appraisals on key investments (projects) existing/ new businesses
- Deliver data driven insights to support actionable strategic direction, corporate prioritization and strategy communication (board papers)
- Review and renew business KPIs in line with corporate objectives while benchmarking performance with industry best practices to ensure control over processes
- Conduct variance analysis against targets to ensure that the monitoring is linked to the corporate objectives in the business plan so that to achieve goal congruence.
- Facilitate the structure of sales commission schemes to motivate them in order to achieve the target set while maintaining the cost under the threshold
- Identify problems and their root causes resulting in under achievement of BU/ MBU revenue and profitability targets. & recommend solutions to improve BU/ MBU revenue and profitability performance.
- Conceptualize, plan and coordinate business performance improvement projects in order to facilitate resource optimization
- Conceptualizing and conduct initial strategic appraisal of inorganic growth and new business models in order to achieve growth and synergy.
- Carryout conceptualisation, planning and implementation of revenue drive strategies and cross functional cost rescaling projects (CRS) and report productivity/operational efficiency to CXO's
- Liaise with TCSL and draft correspondence for governing bodies in order to obtain approvals or to inform on industry practise or internal developments (TRC etc.)

Entry Requirements

- Degree in Business Management / Finance & full qualification in CIMA / ACCA
- Should have excellent communication skills, presentation and analytical skills
- Minimum of 10 years of experience in related area