

Unit Manager - Group Corporate Planning and Strategy

Location

Corporate H/O - 12th floor



Closing Date

12/31/2021

Description

- Involve actively 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
- 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
- Develop and implement organisation-wide performance monitoring system for Business Unit and Sales Units (enterprise segment) through Navigator to monitor the actual against the target and provide information to senior management in order to initiate and implement prompt actions
- 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.
- 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 appraisal of Mergers and Acquisitions/ strategic partnerships / alliances / new business models in order to achieve growth and synergy.
- Develop Product Pricing and 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 / Accountancy / Finance and Membership of CIMA / ACCA.
- Should have excellent communication skills, Analytical skills and decision-making capabilities.
- Minimum of 7 years' experience in related area.