COMPETENCIES

1. Dynamical
- Independent and self-reliant; conveys a realistic confidence in own abilities to select appropriate courses of action and in likely success of own initiatives; able to stand ground in face of opposition.
- Makes an immediate positive impression on others.
- Enthusiastic and committed.
- Proactive and self-starting.
- Able to influence attitudes and opinions of others and gain agreement to proposals, plans and ideas; skillful at negotiations.
- Remains calm, objective and in control in stressful situations; makes rational, realistic and sound decisions based on consideration of all the facts and alternative available.
- Seeks all possible relevant information for problem solving and decision making; consults widely, probes the facts, analyses issues from different perspectives.
- Breaks problem into constituent parts and differentiates key elements from the irrelevant or trivial; makes accurate use of logic, and draws sound inferences from information available.
- Concerned to provide a prompt, efficient and personalized service to clients; goes out of way to ensure that individual customer needs are met.

2. Operational
- Adaptable; respective to new ideas; willing and able to adjust to changing demands and circumstances.
- Demonstrates interest in others' opinions; is tolerant of differing needs and viewpoints.
- Makes rational, realistic and sound decisions based on consideration of all the facts and alternative available.
- Proactive and self-starting.
- Enthusiastic and committed.
- Able to establish and maintain relationships with people at all levels; promotes harmony and年下半年systems through diplomatic handling of disagreements and potential conflict.
- Knowledgeable about financial and commercial matters; focuses on costs, profits, markets, new business opportunities and activities which will bring the largest return.
- Has knowledge and experience of a range of different functions; takes account of all the different functions in developing strategy and plans.
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3. Interpersonal
- Able to establish and maintain relationships with people at all levels; promotes harmony and下半年systems through diplomatic handling of disagreements and potential conflict.
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4. Analytical
- Resilient and preserving; continues to strive for a goal (as long it is realistically achievable) even in the face of adversity; copes with setbacks and disappointments.
- Able to influence attitudes and opinions of others and gain agreement to proposals, plans and ideas; skillful at negotiations.
- Makes rational, realistic and sound decisions based on consideration of all the facts and alternative available.
- Knowledgeable about financial and commercial matters; focuses on costs, profits, markets, new business opportunities and activities which will bring the largest return.
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