

Regional Manager East Africa

Job purpose:

Manage and develop ArjoHuntleigh Distributor Network in Sub-Sahara African countries as well as eventually focus on East-Africa

Reports to: ArjoHuntleigh Export Director

Based: South Africa

Key responsibilities and accountabilities:

1. Maintain and develop existing and new distributors / key-accounts through planned individual account support, and liaison with internal order-processing staff and management team.
2. Plan and carry out direct sales activities to agreed budgets, sales volumes, values, product mix and timescales.
3. Implement consistent marketing and strategy plan with overall aims and requirements of ArjoHuntleigh Export Division
4. Set customer performance benchmarking against agreed targets and budgets
5. Respond to and follow up sales enquiries from the area
6. Negotiate contracts and L/C to enable effective trading, operations and customer/supplier relations
7. Manage Account Receivables
8. Monitor and report on activities and provide relevant management information.
9. Carry out market intelligence, competitor and customer surveys.
10. Provide product training and to develop relevant knowledge and skills.
11. Manage financial and currency processes and transactions to optimise cost-effectiveness of activities

Requirements:

Experience: 5 years in Sales or Key Account Management within the group, with successful sales history and achievements.

Personal: Results driven with high energy levels; high level of responsibility and accountability needed in terms of achieving sales targets; able to work under challenging circumstances; medium to long terms career outlook in post

Travelling: frequently in Africa

Language: English Fluent – French or Portuguese optional

Territory: Sub-Sahara African Countries with eventual focus on East Africa

Availability: Jan 1st 2010.

Function Sales & Service - International Markets

Business area Extended Care

Country South Africa

Company ArjoHuntleigh

Last application

date October 16, 2009

Send application to **Stephane Lutran**
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