

United Arab Emirates Jobs Expertini®

Business Development Manager African Markets

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Company: Dyson GmbH

Location: , , United Arab Emirates

Category: other-general

Business Development Manager African Markets Summary Salary : Competitive Team : Business Development Location : United Arab Emirates - Dubai Office About the role To grow African markets in sales and profit and be accountable for all aspects of the sales performance of the business. To develop and position the Dyson brand as a differentiated, technology led Brand; to grow market share, sales and profits sustainably, across channels; to leverage full retail potential for all product categories. Manage all sales aspects of Dyson's relations with Distributors. To lead distributor in formulating best practice plans, strategies and training teams to drive sales performance in all channels and all markets. To work cross functionally with internal Dyson teams both in MEA and globally to support the market strategies. MAIN ACCOUNTABILITIES AND SUPPORTING ACTIVITIES: Deliver sales results (volume and revenue) and profit. Create action plans to deliver annual plans. Drive effective channel strategy execution and range implementation with distributors to maximise and optimise Dyson profitably in line with market goals. Work with the MEA Marketing, PR and Finance Teams to make and execute integrated business plans for growth. Responsible for delivering monthly sales volumes and communicating to the MEA management team and wider business any changes to budget, target or LE Develop and implement joint business planning across major retailers in each market Train and upskill the capability of the sales and demonstrator team to increase effectiveness and rate of sale per store – driving best practise across the region. Drive distributor sales planning processes to increase forecasting accuracy and ensure monthly delivery of results Manage business to maximize profitability and reduce variability Validate and oversee a monthly

customer volume forecast process that is 12 month rolling with commitment from distributors to submit quarterly POs. Manage both shipments and sales in to develop a well managed growth plan for Africa. Keep sales overhead costs a reducing percentage of sales. Oversee management of key distributor partnerships. Establish strongest possible commercial relationships with key customers. Work with sales to build network with distributor and branch relationships. Lead complex customer negotiations. Work closely with key retailer partners alongside distributors. Manage multi-channel issues to maximize profit. Develop Category Management approach where possible. Build appropriate channel differentiation strategies, working with the Sales Team as well as Group. Lead the annual top to top meetings with key customers. Lead the quarterly business review cycle with distributors. Legal Compliance. Manage the approvals process. Ensure contract is up to date and compliant, and implementation is adhered to and terms are observed. Ensure compliance with antitrust, competition and bribery guidelines. Fulfill other duties as required. Relish the opportunity to pick up new activities that fall broadly in the purpose of the role. Identify problems and find solutions. About you. Min 5-8 years of relevant experience. Past work experience with full accountability to a market or sizeable trade channel. Evidence of mastering the key selling skills, and ability to demonstrate how those have been central to what the candidate has achieved in previous roles. Track record of having earned respect and confidence of customer/distributors/retail partners in previous roles. Excellent organizational and planning ability. Excellent cross functional team management skills. Excellent customer relationship and distributor management. Written and verbal skills - able to communicate at all levels of the business. Presentation skills – able to communicate confidently in front of a varied audience and to key internal and external stake holders including retailers and Dyson distributors. Ability to work in a fast paced and challenging environment. Team player leading by example. Adaptable/flexible – able to multi task. Approachable. Organized. Budget planning & accountability. Strong drive and motivation. Dyson is an equal opportunity employer. We know that great minds don't think alike, and it takes all kinds of minds to make our technology so unique. We welcome applications from all backgrounds and employment decisions are made without regard to race, colour, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other any other dimension of diversity.

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