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## Regional Sales Manager

### Description

Responsibility includes taking ownership of P&L of the region achieving set sales targets and managing shared service resources in order to follow and achieve the strategic direction of the firm. Other account abilities include managing and developing the new distributors in the market, key account management and marketing implementation and stock management and regular reporting. Need an aggressive but assertive commercial professional who will Control/monitor the Sales budget to ensure optimum allocation of resources to different businesses/categories of the BU. Strong blend of operations and strategic experience.Strong experience working with a Distributor model.

### Qualifications

Bachelor degree in Marketing or Management preferably an MBA Professional qualification with an accredited body .6 – 10 years' experience in sales of FMCG products, preferably in direct distribution channel. Sound Business and Financial acumen. Excellent Sales track record, Strategic Thinking, Presentation+ Negotiation skills with excellent Leadership skills .

A leading Global consumer durable business is currently seeking to hire for an exciting position; An exceptionally talented Regional Sales Manager for North African Countries.

### Employment Type

Full-Time Regular

### Job Location

Addis Ababa

### Date posted

July 25, 2019