

## Business Development & Sales Coordination Manager at Manuchar

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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#### The Job

Joining our fast-growing affiliate in Kenya, you will report to the Managing Director. You will be responsible for Business Development and the day-to-day Sales Coordination of both the local team and the business as such.

#### Your main responsibilities are:

You play an important role in our international chemical distribution and trading business, from purchasing goods from our suppliers to shipping them to our customers.

You further develop our business by having regular contacts with suppliers, clients, logistic companies, and any other relevant stakeholders.

You have a knack for finding new and challenging projects.

You monitor product prices and payment terms & conditions.

You build up knowledge of the different markets and industries we serve and contribute to the drafting of a futureproof strategy to further grow our local business.

You guide the local team, provide them with instructions and regular feedback and know how to motivate them to give their best every day.

You set clear objectives for the team.

You support and actively pursue business development, including Multinational Companies.

You have the ability to work out Supply Chain offers.

You like to be in the field, chasing yourself and accompanying the Team members.

You update the Commercial Management Team about your teams' performance in a timely manner.

### **Your Profile**

You obtained a Master's degree in Economics, Business Administration, or Logistics at a respected European university.

You have minimum 4 years of experience in a similar function.

You are fluent in English. Knowledge of any other languages is an asset.

You, preferably, have prior experience of working in Africa and/or in an affiliate environment.

You definitively have a commercial mindset with strong communicative abilities enabling you to establish long-term relationships with the customers.

You are customer oriented, proactive and have an entrepreneurial mindset.

You know how to build effective working relationships at all levels within the company.

You are a result driven, organized, and accurate individual all whilst respecting local culture and understanding differences.

You are stress resistant, punctual, and focussed on achieving deadlines.

You know how to manage and motivate a team, together you get the desired results.

You are the driver and instigator to achieve progress on developments.

You are willing to move abroad (Nairobi), after a training phase at HQ.

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