

Sales Operations- Fixed Term

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Company: Bosch

Location: Nairobi

Category: computer-and-mathematical

Job Description

Responsibilities:

Support existing sales operations team.

Support business development of residential air conditioning systems.

Participate in channel partners' development (, events), and Home Comfort activities for channel partner (, product trainings).

Act as liaison between the customers and HC division.

Uncover and leverage customer and competitor insights to enhance product offering and enhance customer value.

Follow up HC market trends and competitors.

Order planning, internal sales, and entry in the SAP system.

Sales analysis and reporting.

Ensuring contract and compliance documentation for some processes.

Improving existing sales processes.

Gain extensive ERP (SAP) knowledge.

Participate in regular, Ad Hoc meetings and tel-cons country level.

Assist in determining and implementing appropriate strategies to expand residential, retail, and commercial markets.

Manage, report and plan the operation for Rangers with in Nairobi, Kisumu and Mombasa.

Qualifications

Education and Experience:

Degree in Engineering or Business-related course

Knowledge in SAP and Microsoft office suite

Experience in sales of air-conditioning equipment

Personal Characteristics and Skills:

Excellent organizational skills.

Strong analytical and problem-solving skills.

Outstanding negotiation and consultative sales skills.

Effective communication skills.

Proficient in all Microsoft Office applications.

Exceptional customer service skills.

Flexible, self-organized, team player and detail oriented.

Additional Information

Dimensions:

Meet management expectations on sales operations.

Meet organization (HC) and customer expectations for high quality services.

Major Challenges:

Working within diverse and complex market.

Driving high performance from the organization.

Customer and internal stakeholder inconsistencies.

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