

Business Development Manager - Agriculture - Zimbabwean or Zambian

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Company: MECS Africa

Location: Zambia

Category: other-general

The purpose of this role is to develop and/ or lead business in selected Southern African Countries.

Develop the product range, sell products to customers.

Manage and monitor the annual sales budget against actual sales.

Do a monthly forecast on future sales.

Manage a cost budget.

Ensure the ROI (return on investment) and cost margins.

Education and experience required:

B.Sc., B.A. Degree in Agriculture or similar.

Experience in Agricultural sales.

Experience in the Southern Africa Countries.

Fluent in English language.

Good knowledge of pesticides, fungicides and herbicides.

High level Microsoft Office, Excel and Power Point.

Great presentation ability

General responsibilities include:

Strong contribution to the Africa team.

Develop and execute sales strategy in the area, sales steering and consulting new sales initiatives and commercial policies on distributor level.

New business development.

Manage your own sales in the area, monitor actuals against budget and forecast.

Identify risks and opportunities in the sales area.

Key Account Management for the Distributors in the sales area, developing and implementing differentiation services / product offers in close cooperation with Country Lead and Marketing Manager.

Develop and implement go to market (G-2-M) strategy and the successful execution of sales activities that support the Southern Africa business.

Develop and implement Distributor segmentation.

Develop a sales plan according to segmentation and commercial policies to ensure that sales budget achieved whilst maintaining set-out and agreed return on investment, and sales margins.

Timely planning and implementation of Sales Operation Plan including Farmer Days.

Maintain cost transparency for selling cost and a high-level forecast accuracy on future sales.

Develop strategies to close any sales gap.

Maintain signed distributor contracts with Target Agreements and Rebate Programs with distributors.

Leadership and strategic responsibilities include:

Ensure compliance and business ethics.

Maintain a positive mind-set of all team members and customers.

Ensure personal development including skills development to ensure maximum job efficiency and job satisfaction.

Operational responsibilities:

Ensure that the Country Lead, Demand Planning and Marketing are kept up to date with sales activities, plans, strategies and budgets.

Ensure that all sales activities, plans are aligned with Parent Product and Brand Strategy as set out by the company.

Manage and maintain rebate programs with all distributors.

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