

Ivory Coast Jobs Expertini®

Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire

[Apply Now](#)

Company: Claire Joster

Location: Abidjan

Category: other-general

Presentación

Claire Joster is a headhunting firm specialised in executive searches and the selection of middle managers. It is part of the Eurofirms Group, which is the top national Human Resources company in Spain with a value-driven leadership approach.

Here at Claire Joster, we believe that lasting relationships between peoples and companies can only be ensured through sharing the same values. This is why our Executive Recruitment goes beyond a standard job description fit.

Organización

Cultivate Success in Biotechnology!

At Claire Joster, we're not just matching candidates with companies – we're fostering connections based on values and cultural alignment. We're thrilled to collaborate with a leading European Biotechnology Company focused on harnessing the power of nature. With a global presence spanning 90+ countries and key hubs across the USA, Brazil, LATAM, South Africa, and China, we're at the forefront of innovation and sustainable growth.

Función

Your Next Challenge: Strategic Relationship Builder:

Are you a trailblazer in building lasting business relationships? If so, we have the perfect role for you! We're seeking a strategic relationship builder who excels at driving business growth. As their Country Technical Sales Manager, you will play a key role in implementing the company's commercial sales plans within our key accounts and developing new strategic long-lasting relationships.

Your mission: aligning with the company's strategic goals to unlock new horizons throughout the West African market.

Requisitos

What You'll Do:

- **Sales Strategy Development:** Develop and implement a strategic sales plan that aligns with the company's goals and targets. This includes setting sales targets, forecasting sales revenues, and creating a plan to achieve them.
- **Product Knowledge:** Gain a deep understanding of the technical aspects of the products or services being sold. This includes keeping up to date with the latest product developments and industry trends.
- **Customer Engagement:** Build and maintain strong relationships with existing and potential customers. Understand their needs and challenges to provide tailored solutions.
- **Team Management:** If applicable, manage a team of technical sales representatives. This includes training, mentoring, and setting performance targets.
- **Sales Presentations:** Prepare and deliver technical presentations to prospective customers. These presentations should highlight the features and benefits of the product or service.
- **Technical Support:** Provide technical support to the sales team and customers.
- **Market Research:** Stay informed about industry trends, competitor products, and customer feedback. Use this information to adapt sales strategies and products accordingly.
- **Quoting and Pricing:** Prepare price quotes, proposals, and contracts for customers. Ensure that pricing is competitive while maintaining profitability.
- **Sales Reporting:** Track and report on sales performance, including key performance indicators (KPIs) such as sales conversion rates, revenue, and customer acquisition costs.
- **Trade Shows and Events:** Represent the company at trade shows, conferences, and events. Network with potential customers and partners.
- **Negotiation:** Negotiate terms and contracts with customers.
- **Feedback Loop:** Act as a conduit between customers and the group, providing valuable feedback from the field to help improve products and services.
- **Compliance:** Ensure that all sales activities and contracts comply with legal and regulatory requirements.
- **Budget Management:** Manage the budget for the sales department, including expenses related to sales activities and team management.

- Customer Retention: Develop strategies to retain existing customers, such as upselling or cross-selling additional products or services.
- Adaptation: Be adaptable and open to change as market conditions, customer needs, and company strategies evolve.
- Travel: open to frequent travel to meet with clients, participate in events and search for new opportunities

Oferta

What We're Looking For:

Results-Driven: You're motivated to drive business growth and push sales by achieving ambitious targets.

Relationship Extraordinaire: Building relationships is your superpower; you understand that collaboration is key to success.

Innovation Instigator: You're not just a problem solver – you're a solution creator and innovator.

Technical Savvy: Your expertise in the technical aspects of our field sets you apart.

Project Maestro: Managing projects comes naturally to you, and you excel at keeping everything on track.

On the Move: You hold a valid Driver's license.

Education & Experience: You have a Bachelor's Degree in Agriculture or related fields, plus a minimum of 10 years of experience with bio-agricultural products or fertilizers.

Industry Insight: Your background includes working with ag distribution and retail sales accounts.

Communication Pro: Whether it's one-on-one or in a group, you communicate clearly and effectively.

03/1/2024

[**Apply Now**](#)

Cross References and Citations:

1. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[SoftwarejobsJobs AbidjarSoftwarejobs](#) ↗
2. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Ridesharingindustryjobs Jobs AbidjarRidesharingindustryjobs](#) ↗
3. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Locumjobs Jobs AbidjarLocumjobs](#) ↗
4. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Governmentjobsnearme Jobs AbidjarGovernmentjobsnearme](#) ↗
5. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Osakajobs Jobs AbidjarOsakajobs](#) ↗
6. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Colombiajobs Jobs AbidjarColombiajobs](#) ↗
7. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Jobspro Jobs AbidjarJobspro](#) ↗
8. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Ukjobscentral Jobs AbidjarUkjobscentral](#) ↗
9. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Iexpertini Jobs AbidjarIexpertini](#) ↗
10. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Bluecollarjobs Jobs AbidjarBluecollarjobs](#) ↗
11. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Ngojobs Jobs AbidjarNgojobs](#) ↗
12. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Perhourjobs Jobs AbidjarPerhourjobs](#) ↗
13. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Irelandjobs Jobs AbidjarIrelandjobs](#) ↗
14. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Jobssearch Jobs AbidjarJobssearch](#) ↗
15. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire
[Respiratorytherapistjobs Jobs AbidjarRespiratorytherapistjobs](#) ↗
16. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire

Hondurasjobs Jobs AbidjarHondurasjobs ↗

17. Country Technical Sales Manager – West Africa – Abidjan, Côte d'Ivoire

Costaricajobs Jobs AbidjarCostaricajobs ↗

18. Country Technical Sales Manager – West Africa – Abidjan, Côte d'IvoireAlgeriajobs

Jobs AbidjarAlgeriajobs ↗

19. Country technical sales manager – west africa – abidjan, côte d'ivoire Jobs

Abidjan ↗

20. AMP Version of Country technical sales manager – west africa – abidjan, côte d'ivoire ↗

21. Country technical sales manager – west africa – abidjan, côte d'ivoire Abidjan

Jobs ↗

22. Country technical sales manager – west africa – abidjan, côte d'ivoire Jobs

Abidjan ↗

23. Country technical sales manager – west africa – abidjan, côte d'ivoire Job Search

↗

24. Country technical sales manager – west africa – abidjan, côte d'ivoire Search ↗

25. Country technical sales manager – west africa – abidjan, côte d'ivoire Find Jobs ↗

Source:<https://ci.expertini.com/jobs/job/country-technical-sales-manager-west-africa-ab-abidjan-claire-joster-50fa837304/>

Generated on: 2024-05-03 by Expertini.Com