

Détail de l'offre : Business Development Role\_ Free Lance- Revenues based on Success – Based AKKRA (GHANA)

<b>Partenaire</b>	Elecio consulting
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<b>Ville</b>	Paris
<b>Référence</b>	21D1613062804
<b>Titre</b>	Business Development Role_ Free Lance- Revenues based on Success – Based AKKRA (GHANA)
<b>Description du poste</b>	<p>The Business Developer is responsible for boosting the sales of companies' products and services in priority market segments in his/her designated sales territory with the support of the European Headquarter.</p> <p>He/She will be in charge of the following activities:</p> <ul style="list-style-type: none"> <li>- Prospect each target market and build relationships with key prospect and significant organizations in each target segment</li> <li>- Know each segment by continuous monitoring and market analysis: Info on competitors, Market value estimations per product line, Market price analysis, Current and upcoming projects, ...</li> <li>- Define, propose, and implement his/ her marketing &amp; sales Plans in his/her designated sales territory in order to maximise the orders volume and margins for various sectors (sector review, objectives and means, sector action plans)</li> <li>- Actively follow up major corporate account and organizations and engage with all parties involved</li> <li>- Collaborate and communicate permanently with African Sales Director to follow up sales process, secure the closing and optimize sales efficiency, logistics and assist in resolving payment issues if any.</li> <li>- Provide accurate forecast for each market/customer and report regularly according to procedure</li> </ul>
<b>Type de contrat</b>	Autre
<b>Rémunération</b>	- de 20/ KEuros/an
<b>Métier</b>	Commercial / Ventes
<b>Description de la société</b>	<p>Our client is one the European Leader in the distribution of products and equipment for enterprises and local authorities. The company provides a broad range of high-quality products and services to its customers and helps them to reduce the time spent on non-strategic purchases (supplies, equipment, etc.).</p> <p>The company has acquired a detailed understanding of user needs and has now offered innovative product and services worldwide through an original sales model. It now wants to develop African Markets.</p>
<b>Localisation</b>	AKKRA
<b>Pays</b>	Ghana
<b>Profil recherché</b>	<p>The retained candidates should meet the following criteria and are strongly motivated for a collaboration with a Leading European multichannel distributor in a Business development and entrepreneurial role:</p> <ul style="list-style-type: none"> <li>· Degree/Diploma in Business Management preferred</li> <li>· Strong prospecting, sales &amp; negotiation skills</li> <li>· Proved sales experience required.</li> <li>· Experience in selling to corporate accounts appreciated.</li> <li>· Knowledge of Ghanaian main industries and ecosystems appreciated.</li> <li>· Languages: English is imperative, other languages are considered a plus.</li> <li>· Key required personal attributes: Entrepreneurial profile, Pro Active, excellent selling skills, Ability to work independently and to communicate with people at all levels, excellent interpersonal skills, strong business acumen, decent and professional appearance,</li> </ul>

Spending an average of 50 to 70% of his / her time per month visiting customers / new prospects within the concerned perimeter will be asked. Accepting the logics of success fee-based remuneration and independent status is essential.

Expérience Débutant (-3 ans)

**Secteur** Distribution généraliste et spécialisée

**Disponibilité** 2 mois