



PASSION TO INNOVATE | POWER TO CHANGE

BUSINESS MANAGER – RSA ENVIRONMENTAL SCIENCE

YOUR TASKS AND RESPONSIBILITIES

Leads the South Africa commercial organisation in income & profit generation. Set targets, generates income and work across the organisation to manage delivery of commercial benefits. Pursues new business opportunities and manages functions such as, employee activities and evaluations, and other matters that relate to a company's operations. Devise and ensure the implementation of the commercial strategies in South Africa with the goal to sell through direct to customers & sub-distributors. Supports all activities relating to Technical Product Development, Sustainable Development (PTT initiatives), product stewardship, product defense, technical issues, product and solution provision training & advise to all stakeholders as the technical expert.

Support the introduction new product developments to the market

Management of/and responsibility, for full P&L, including Sales, IMI II, CODB (cost of doing business), IMIV (Integrated Marginal Income V) and working capital management for the designated business area.

Develop, manage and maintain business relationships with direct customers, Key sub-distributors, key account customers & BAH and their sales agent network in South Africa, Namibia, Botswana & Swaziland.

Define & implement Sales plans and implement marketing activity plans, and contribute in the development of overall medium to long marketing activation plans by Market segment.

Manage, lead & develop BES sales team & BES sales support structure in South Africa

In conjunction with Supply Chain, manage the relationship & efficiency of logistics service provider – UTI

Application Period

12 June 2018 – 26 June 2018

Reference Code

ES/BUSMGR/RSA/JUNE/2018

Division

Crop Science

Company

Bayer (Pty) Ltd

Department

Environmental Science

Location

Isando

Functional Area

Sales and Marketing

Position Grade

VS 1.3

Employment Type

Permanent

Work Time

Regular



Leads the technical expertise & product development department

Effectively lead, manage and co-ordinate South Africa team & business activities.

Increase sales and profitability of business in the South Africa region and increase market share in existing and potential markets. Achievement of sales cost of doing business (CODB), and IMI V working capital objectives in the region.

WHO YOU ARE

A recognised formal Business Management qualification – BCom, MBA or equivalent

Minimum of 10 years' experience in sales and/or marketing of which at least 5 years should be within the Environmental Science, Pest industry in South Africa or international markets.

Good understanding logistics, i.e. forecasting, procurement, production and physical distribution.

Proven interpersonal and leadership skills to ensure positive relations with decision makers from different cultural backgrounds and business environments.

Strong analytical, problem solving and negotiation skills

CONTACT US

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