

B2G MANAGER

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Company: TotalEnergies

Location: Uganda

Category: other-general

Profil du candidat

Experience/Qualifications • Bachelor's degree in any Business related course i.e. Economics, Business Administration, marketing, commerce etc. • Minimum of 5 years post qualifying experience in sales and marketing. • A Masters' degree is an added advantage. • Excellent interpersonal and communication skills • Analytical skills with high level of attention to detail.

Activités

Main objective • The role holder's main objective is to lead the affiliate's effort in managing and growing sales in the Government and Embassies' Segment. The role holder is also responsible for managing, coordinating, controlling and growing the TotalEnergies solutions' offer to the Government and Embassies segments. **Roles & Responsibilities** • Define, propose and implement after validation the B2G sales strategy and budget. • Lead and manage a team of sales executives. Train and Coach the B2G staff to ensure efficient implementation of B2B sales process. • Monitor and Analyze performance of the B2G segment in respect to objectives (Sales, GMVE, DSO, Credit Control). • Contribute to the profitability of the business at GMVE level in line with the departments financial targets and the company's ethical, safety, financial integrity and quality policies. • Ensuring all B2G customers operate within their approved payment terms. • Study the Market, identify sales opportunities and ensure offers/solutions that are offered to clients adequately meet their needs. • Manage tenders and lead the effort on prospection and acquisition of clients within the Government and Embassies segment. • Lead the effort to ensure that TotalEnergies delivers on its B2B Customer commitments. • Monitor the cost and pricing of products to B2G

clients to ensure that unit margins generated in line with approved target. •Create the technical support function to assist sales team. •Carry out effective investment analyses (Pre and Post) to ensure payback is in line with the approved investment budgets. •Manage the Government Total card sales in Uganda and all after sales activity in coordination with the Retail and Finance teams. •Liaise with the Marketing and Communication Section to develop and implement/organize B2G Marketing and communication activities. • Be open, available and regularly meet customer's, prospects, partners and organizations within the Government and Embassies segment for purposes identifying and proposing possible TotalEnergies commercial and CSR interests to Management for validation. •Implements and monitors corporate health, safety environment and quality standards and programs in all B2G sites.

Contexte et environnement

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