

Business Development Manager - Uganda

[Apply Now](#)

Company: Michael Page

Location: Uganda

Category: other-general

The Business Development Manager - Uganda must have experience in:

FUNCTIONAL

Brand Portfolio in the defined territory. However the company reserves the right to reassign the countries.

Oversee the execution of the strategy through planned shipment targets, investment strategies, and distributor.

IMS targets, distributor stock management and demand planning, distributor customer relations, & other KPI's of the organisation.

In line with the organisation's Annual Business Plan, formulate tailor made solutions utilising brands for the territory.

Participating in the company's Quarterly Business Reviews with the senior management abiding by the guidelines for a comprehensive review for the territory.

Oversee the execution and implementation of the distributor in the territory.

RELATIONSHIP MANAGEMENT

Manage and monitor the organisation's local investments by verifying execution of

investments, monitoring ROI's, controlling the overall investment levels in the territory.

Be a control to distributors and monitor the business closely.

Assist distributors in achieving the organisation's business objectives by assisting in efficiency improvements, aiding in recruitment, provide constant training, route re-engineering, etc.

Liaison with different departments/divisions for sales reports, forecasts, financial reports, and business development initiatives both inter and intra company.

Having a leadership and influential role in inventory management, sales structure, customer management, with the organisation's business partners in the territory.

Maintain relationships to persuade and influence strategic decision making beneficial to organisation's business objectives

COMMUNITY MANAGEMENT

The job profile includes extensive field work, meeting potential customers, working on new initiatives and projects in the territory and other regional markets, business development & team management.

Planning and monitoring the organisation's sales forecast, budgets, and activity plan in the most efficient and effective manner.

Oversee the roll out the sales plans and budgets to achieve or exceed the annual sales objectives for the distributors in your territory.

Conduct regular market visits as per the time plan to check route coverage, competitor activity, audits, and continuously search for new opportunities in order to increase sales for the organisation's brands in the channel.

Provide distributors and key customers in the trade with information about new or improved products and services within the organisation.

SUPPORT

Provide counsel to the senior management on the activities of the FMCG industry in the respective territory. Advise on potential opportunities such as but not limited to category extension, NPD, line extension, strategic investments, marketing activities, etc.

Support the sales teams in the territory in their efforts to accomplish the sales targets through initiatives, strategies, moral, recruitment etc.

STRATEGY AND DEVELOPMENT

Develop and maintain an efficient customer network safeguarding the comprehensive availability of the organisation's products and services across the territory.

Co-ordinate and follow up with the distributor's commercial/import department and ensure that there is always adequate inventory of the organisation's products in order to meet the sales delivery schedules and the needs of customers.

ETHICS

Demonstrate and advocate integrity and ethical behaviour at all times.

The Successful Applicant

REPORTING STRUCTURE

Reporting to: Regional Sales Manager - East and Southern Africa

Reportee: Assistant BDM - East Africa. Work with him to develop Tanzania, Zanzibar and Goma Area.

EDUCATIONAL QUALIFICATION, EXPERIENCE, AND SKILLS EDUCATION

Bachelors or Master's Degree in International Business, or similar

EXPERIENCE

Minimum 6 years experience in, sales, distribution, export, in the FMCG sector and/or related areas.

SKILLS

Fluency in English and local languages

Capability to work independently

Understanding sales and operations principles.

Clear attention to detail, solutions focused, and problem solver.

Ability to access and use the organisations Business Intelligence (Oracle OBIEE) tools

Excellent communication and interpersonal skills

Proficient in all Microsoft Office Applications

What's on Offer

As the Business Development Manager - Uganda, you will play a pivotal role in driving the growth and success of the organisation's brands in the region. Your expertise in sales, distribution, and your ability to navigate complex markets will be instrumental in achieving our strategic objectives. If you are a proactive, detail-oriented, and independent professional with a passion for business development, we invite you to apply for this exciting opportunity in Kampala.

[Apply Now](#)

Cross References and Citations:

1. Business Development Manager - Uganda Costaricajobs Jobs Uganda
Costaricajobs ↗

2. **Business Development Manager - Uganda Clerkjobs Jobs UgandaClerkjobs** ↗
3. **Business Development Manager - Uganda Jobsinsaudi Arabia Jobs Uganda Jobsinsaudi Arabia** ↗
4. **Business Development Manager - Uganda Bangladeshjobs Jobs Uganda Bangladeshjobs** ↗
5. **Business Development Manager - Uganda SearchEuropeanjobs Jobs Uganda SearchEuropeanjobs** ↗
6. **Business Development Manager - Uganda EntertainmentjobsnearmeJobs Uganda Entertainmentjobsnearme** ↗
7. **Business Development Manager - Uganda NzjobsCareerJobs UgandaNzjobsCareer** ↗
8. **Business Development Manager - Uganda Greecejobs Jobs UgandaGreecejobs** ↗
9. **Business Development Manager - Uganda Tutorjobs Jobs UgandaTutorjobs** ↗
10. **Business Development Manager - Uganda FlightattendantjobsJobs Uganda Flightattendantjobs** ↗
11. **Business Development Manager - Uganda Technologyjobs Jobs Uganda Technologyjobs** ↗
12. **Business Development Manager - Uganda AgilejobsnearmeJobs Uganda Agilejobsnearme** ↗
13. **Business Development Manager - Uganda LondonjobscentralJobs Uganda Londonjobscentral** ↗
14. **Business Development Manager - Uganda TrendzfurnitureJobs Uganda Trendzfurniture** ↗
15. **Business Development Manager - Uganda DatasecurityjobsJobs Uganda Datasecurityjobs** ↗
16. **Business Development Manager - Uganda Restaurantjobsnearme Jobs Uganda Restaurantjobsnearme** ↗
17. **Business Development Manager - Uganda Investmentbankerjobs Jobs Uganda Investmentbankerjobs** ↗
18. **Business Development Manager - Uganda Caregiverjobs Jobs Uganda Caregiverjobs** ↗
19. **Business development manager - uganda Jobs Uganda** ↗
20. **AMP Version of Business development manager - uganda** ↗
21. **Business development manager - uganda Uganda Jobs** ↗

22. **Business development manager - uganda JobsUganda** ↗
23. **Business development manager - uganda Job Search** ↗
24. **Business development manager - uganda Search** ↗
25. **Business development manager - uganda Find Jobs** ↗

Source: <https://ug.expertini.com/jobs/job/business-development-manager-uganda-uganda-michael-page-bf88e5bab4/>

Generated on: 2024-04-28 by Expertini.Com