

## Commercial Sales Executive - B2G

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Company: TotalEnergies

Location: Uganda

Category: other-general

### Profil du candidat

A strong and broad based business degree e.g economics, Business Administration, Marketing and Commerce. Minimum of 5 years post qualifying experience. Sales and marketing Experience Analytical and Communication skills

### Activités

Ensuring TEMUL participates in all Government bids by identifying all tenders, preparing the bid for approval and ensure submission on time

Timely Invoicing all UPDF and Uganda Police deliveries to facilitate timely payment.

Reconciling all B2G card loadings to ensure customers' orders are fully served as per order and ensure timely invoicing.

Execute the Affiliate's strategy for the Government and Embassy Segments

Study the Market to understand and/or identify Changes in Clients requirements/needs and Competitor initiatives with the view of adopting the Company's B2G approach and developing solutions to meet these requirements within the Segment.

Ensure that accurate information on market environment, competition, Weekly and monthly activities are maintained.

Manage tenders and lead the effort on prospection, acquisition and growth of the segment

Provide Leadership through Planning, Implementation, Evaluation, Management of relationship

with clients, and ownership of processes aimed at delivering the overall objective of driving commercial results and maintain alignment with the company's commercial strategy.

Manage the pricing of the products, services and solutions offered to clients in the segment to ensure the sales volumes and margins generated are aligned to the company's Sales-Margin objective.

Monitoring contribution of accounts of each their clients versus the targets set per customer, profitability studies for projects and Conduct post investment analysis for the projects within their portfolio.

Participates in the formulation and leads the effort to implement the affiliate's Marketing, Communication, promotions and CSR strategy for the Government and Embassies' Segment

Efficiently using the SALSA tool to Manage the all portfolio activities (prospection, sales management, customer visits, weekly programs, prospection and contract)

### **Contexte et environnement**

The key objective of the role is to implement the affiliate's strategy in managing and growing sales in the Government and Embassies' segment. Execute the affiliate's strategy for the Government and Embassy segments.

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