

## Country Manager - Ivory cost

KHS is a subsidiary of Salzgitter AG. As one of the world's leading manufacturers of filling and packaging systems for beverages and liquid food we are a world-class player. Our customers have trusted in our passionate pioneering spirit and first-class technologies for over 150 years. However, we can only remain world class if we continue to find new employees who make just as high demands of themselves and the quality of their work as our customers make of us at KHS. Are you one of them?

**Location:** Tunis | Tunis | Tunesien

### Your Tasks

- Sales Strategy: develop and execute the country sales strategy aligned with regional and global goals, identify new business opportunities, customers and market segments, analyze market trends and customer activity
- Manage local Sales and Service Business: build up strong relationships to customers, manage contract negotiations, manage service business and ensure high service quality in the country, promotion of new KHS machines and service products, assist with order clarifications and support project management
- Establish a sustainable representative office: Administrative Day to Day management of the local branch office / representation in the country, establish necessary team structures and recruiting of staff, provide leadership and guidance to local team, ensure compliance with local laws and regulations, build up necessary country procedures/policies and ensure their compliance to global group procedures and requirements. Represent the company towards governmental agencies, state legislators, tax authorities. Local community and general public
- sales budgets and forecasts: track sales and service performance, prepare and implement country budgets according to group wide guidelines, provide regular reports on sales result, risks and opportunities

### Your Qualifications

- Technical /engineering background
- Formal education: Degree in Business, Sales, Marketing or a related Field.
- Experience: 8+ years of sales experience, proven track record of achieving sales and business goals at country or regional level
- Strong experience managing sales and service teams and distributors
- Deep understanding of local market and business environment
- Strong leadership and people management skills
- Excellent negotiation, communication, relationship building and representation skills
- Financial and commercial acumen
- Fluent in French and English

### Benefits

- Innovative and international working environment
- Challenging and diversified job
- Working in a highly motivated team
- Strong company group
- Attractive remuneration
- Social benefits

In order to ensure our success in the future, too, we need first-class employees – and we also have plenty to offer them.

**Kontakt:**

KHS North West Africa

Finance / HR Manager

Imen Arfaoui

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Weitere Stellenangebote des Salzgitter-Konzerns: [www.salzgitter-ag.com/personal](http://www.salzgitter-ag.com/personal)

**Job-ID 5517**

