

Vegetable Seeds Key Account Manager / Agricultural products

Job location: Abidjan / Ivory Coast

Main missions

- Achieve monthly, quarterly and annual revenue and gross margin budget;
- Plan and manage the execution of the operational plan of the sales team and the allocation of resources; set targets for Sales Promoters in line with the operational plan;
- In collaboration with the Sales Manager, co-create and implement the Go-to-market sales strategy;
- Define and execute distribution goals for distributors and plant breeders and be responsible for the overall health of the channel, manage accounts receivable;
- New country penetration strategy; Selection of new distributors and evaluation of existing ones;
- Planning and implementation of the country's demand creation strategy managed by sales promoters under the distributor;
- Forecast: both short term (CY) for the IBP trading portfolio. Current forecast CY +1 2 3 and entry of the forecast demand in [Salesforce.com](https://www.salesforce.com). Participation in OFA and S&OP meetings and operational demand / supply alignment of country sales and provision of market and sales information;
- A core team member to manage the current portfolio and the introduction of a new portfolio in the country; pricing, positioning and promotion;
- Management of the administrative team, including call planning and travel approvals, expense report approvals and cost management;
- Manage relations with stakeholders and partners for West Africa: NPPO, NGOs, etc. to defend BVS activity in industry. Integration of new relevant partners;
- Collect and provide market information to drive the country's competitive strategy.

Profile

- **BAC + 4 / BAC + 5**
- **Minimum of five (05) years of experience in a similar position**
- Experience leading effective people and teams
- Experience in sales, marketing or business development
- Operational experience in customer contact positions
- Strong customer orientation and strategic mind
- Agricultural knowledge and understanding of the local market environment
- Ability to generate results

Please send your CV and cover letter to the following e-mail address: cv@topworkci.com .