



AFRIKA KOMMT! 2022-2024

An Initiative of German Industry for Future Leaders from Africa

Candidate Profile: AC BDM – Egypt

Company:	Robert Bosch Power Tools GmbH	 BOSCH
Education:	Bachelor degree in Engineering, Science Or Management (focus on Sales, Marketing, Business development, Business strategy or similar)	
Professional Experience:	<ul style="list-style-type: none"> - Experience in Sales, Marketing or Business development in technical, or Industrial products, consumer goods. - Building up and development of new customers, good customer relationship management, Dealer handling. - Development of new business model, Sales & Marketing strategy, Sales concept. - Experienced in agile working methods - Ideal: Professional experience in multinational companies, Construction industries, Paint, Hardware, Electrodes, Power tools, Hand tools. - Bring new Africa specific view on Bottom of Pyramid business, informal market knowledge - Online sales knowledge 	
Additional Qualifications:	<ul style="list-style-type: none"> - English, spoken and written on a professional level, other than Arabic. - Some international exposure in non-home countries, intercultural competencies, flexibility , mobility & spending time in field. - Clear focus on target achievement and result orientation. - Good collaboration and communication skills. - Self motivated, crative and resilient personality. - Individual values based on legality, compliance-conformity and fairness. - Entrepreneurial thinking - Must have Driving License 	
Division / Department, Place:	Bosch Power Tools headquarter in Leinfelden (Germany) and marketing/sales organization for emerging markets (e. g. in Budapest, Hungary or in an African location)	
Assignment / Area of Activity:	<ul style="list-style-type: none"> - You will get in contact with different internal experts to provide a deep understanding of PT business processes, products, roles, structures and agile instruments - We will introduce you in our marketing, business development and sales activities - You will get the chance to take on your own strategic, Afrika-related projects - Be part of the agile transformation of our PT organization and feel invited to contributing with your ideas! 	

Remarks:	As we hold the position, that diversity is key for creating success in our business, both (male and female applicants) are very welcome!
Preferred Nationality:	Egyptian.