



## AFRIKA KOMMT! 2025-2027

### An Initiative of German Industry for Future Leaders from Africa

**Profile Name:** Sales & Marketing Specialist for BSH

<b>Company:</b> ID: AK14_RB_04	<b>Bosch Siemens Hausgeräte GmbH</b>	<b>B/S/H/</b>
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<b>Education:</b>	Bachelor or Master degree in economics, management (focus on digital marketing, sales, business development, business strategy or similar), business informatics or commercial information technology
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<b>Professional Experience:</b>	<ul style="list-style-type: none"> <li>- Experience in marketing, sales, services or business development in consumer goods</li> <li>- Build up and development of new customers / customer relationships / social media strategies</li> <li>- Set up of sales organization, development of new business, marketing strategy or market controlling</li> <li>- Experience in project management</li> <li>- Ideal: Professional experience in international companies and/or experience in other countries</li> <li>- Bring in Africa specific view and knowledge about market specifics</li> <li>- Experience in how to address African population and develop sales concept that is attracting African users</li> <li>- Ability of building up strong and positive relationships with different groups of customers and stakeholders</li> </ul>
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<b>Maximum years' experience needed:</b>	Young professional (1-4y)	Other (specify, if applicable)
	<input checked="" type="checkbox"/>	

<b>Additional Qualifications:</b>	<ul style="list-style-type: none"> <li>- English, spoken and written on a professional level</li> <li>- International exposure in non-home countries, intercultural competencies, flexibility and mobility</li> <li>- Strong focus on result orientation</li> <li>- Knowledge and experiences in project management</li> <li>- Good leadership and interpersonal skills with a focus on effective collaboration and communication</li> <li>- Self motivated, creative and resilient personality</li> <li>- Individual values based on ethics, legality, compliance-conformity and fairness</li> </ul>
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<b>Country Focus:</b>	Preferred country is South Africa. Egypt is second option.			
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<b>Division / Location / Department:</b>	BSH headquarter in Munich (Germany) and sales organization for emerging markets (e.g. in South Africa)
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<b>Planned Tasks &amp; Activities:</b>	<ul style="list-style-type: none"> <li>- You will get in contact with different internal experts to provide a deep understanding of BSH business processes, products, roles, structures.</li> <li>- We will introduce you to our marketing, business development and sales activities.</li> </ul> <p>You will get the chance to take on your own strategic, Africa-related projects.</p>
<b>Remarks:</b>	-
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