



## AFRIKA KOMMT! 2025-2027

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

*Overall remarks: AK is a fellowship position i.e. Alongside making meaningful contributions, the primary focus is on your professional development and learning.*

**Profile Name: Sales & Service Specialist**

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|--|---|--|
| <b>Company:</b><br>AK14_RB_02            | <b>Bosch Rexroth</b>  | <b>rexroth</b><br>A Bosch Company      |
| <b>Education:</b>                        | Bachelor degree in Mechanical Engineering.<br>(Post graduate financial qualification will be an advantage)  |  |
| <b>Professional Experience:</b>          | <ul style="list-style-type: none"> <li>Strong experience in sales, service and business development to build up and developing new customer/existing customer relationships.</li> <li>Manage an established sales and organisation, enhance existing business with established customers.</li> <li>Experience in managing and leading people with open, transparent and positive leadership attitude.</li> <li>Entrepreneurial and visionary skills to achieve ambitious growth targets.</li> <li>Ideal: Professional experience in multinational companies or experience in other Africa Countries.</li> </ul> |  |
| <b>Maximum years' experience needed:</b> | Graduate / work experience 1-4y   | Other (explain the reason and specify) |
|  | <input checked="" type="checkbox"/>   |  |
| <b>Additional Qualifications:</b>        | <ul style="list-style-type: none"> <li>French speaking with a good understanding of English is essential</li> <li>Clear focus on business target achievement, professional relationship building and communication, ambitious driver of sales and business activities.</li> <li>Ideas/experience about (new) suitable business models for African markets, creative problem solver.</li> <li>Hands-on attitude and good collaboration skills, high results orientation, resilience, flexibility and self motivated.</li> </ul>  |  |
| <b>Country Focus:</b>                    | ECOWAS Region. Preferably Ivory Coast due to French speaking region.  |  |
| <b>Division / Location / Department:</b> | Bosch Rexroth Headquarter in Lohr and Ulm Germany and some time at Bosch Rexroth Regional office in Takoradi, Ghana.  |  |

**Planned Tasks & Activities:**

We develop safe, efficient, intelligent and high -performance solutions for the areas of Factory Automation, Mobile Applications as well as Machinery Applications and Engineering and one of the World's leading providers of drive and control technology.

- You will get an overview of our organization and get introduced to our various product portfolio (hydraulics, electrical drives and control, motors, pumps, and valves) as well as in our sales and service activities (structures, processes, networks).
- You will take part in selected trainings to understand usage of our components, system solutions and customers.
- You will engage yourself in strategic Africa-related project under the lead of our responsible African management.
- You will get in contact with different internal experts to provide a deep understanding of our business processes, responsibilities, and instruments.