



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 & Marketing Specialist

Company: ID: AK14_RB_03	Robert Bosch Power Tools GmbH	BOSCH
Education:	Master degree in economics, management (focus on digital marketing, sales, business development, business strategy or similar)	
Professional Experience:	<ul style="list-style-type: none"> ▪ >5 years of leadership experience & sales experience ▪ Experience in marketing, sales, services or business development in technical consumer goods ▪ Knowledge in Profit & Loss steering ▪ Selling strategies and methods ▪ Experience in leadership ▪ Experience in project management and agile working methods ▪ Ability of building up strong and positive relationships with different groups of customers and stakeholders 	
Maximum years' experience needed:	Graduate / work experience 1-4y <input type="checkbox"/>	Other (explain the reason and specify) 6 years (Mid-Senior Level) due to an open Country Business Director (in Nigeria) position which will be staffed with this Candidate after the Program
Additional Qualifications:	Experience in: <ul style="list-style-type: none"> ▪ English, spoken and written on a professional level, second foreign language preferred ▪ Strong verbal and written communicator ▪ Knowledge of local market environment desirable and local cultural fit ▪ Entrepreneurial mindset ▪ Empathic leader, interpersonal skills ▪ Individual values based on ethics, legality, compliance-conformity and fairness 	
Country Focus:	Nigeria	
Division / Location / Department:	Bosch Power Tools headquarter in Leinfelden (Germany) and sales organization for emerging markets. Located in Nigerian local sales organisation. Position in sales and or Marketing management with possible medium term development to take over local organisation leadership	

Planned Tasks & Activities:	<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 to our marketing, business development and sales activities ▪ You will do market screenings, identification of growth potential, risks and trends ▪ Sparring for channels directors on strategic / conceptual / top customer topics ▪ Regular alignment of sales-related topics with other key PT stake holders ▪ You will continuously work on the improvement of sales organization: management, coaching and development of sales personnel
Remarks:	<p>Optional: Candidate might spend part of the Program time on a business trip in Nigeria.</p> <p>As we hold the position, that diversity is key for creating success in our business, all applications (m, f, d) are very welcome!</p>