



AFRIKA KOMMT! 2026-2028

An Initiative of German Industry for Future Leaders from Africa

Overall remarks: AFRIKA KOMMT! is a [fellowship position](#) in Germany in which, alongside making meaningful contributions, the primary focus is on your professional development and learning.

Fellowship Profile:

Fellow as Sales & Marketing Specialist for Industrial Boilers (m/f/d)

Company: ID: AK15_BO_03	Bosch Industriekessel GmbH (Bosch Industrial Heat)	
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Education:	Master's degree in economics, management, or engineering (focus on industrial products and manufacturing, sales, business development, business strategy or similar).	
Professional Experience:	<p>Compulsory:</p> <ul style="list-style-type: none"> 2 to 5 years of professional experience in marketing, sales, business development, or technical roles within a B2B or industrial environment. Experience supporting market research, customer analysis, or competitive intelligence activities. Initial exposure to industrial products, technical solutions, or engineering-driven environments. Experience working in cross-functional teams (e.g. marketing, sales, engineering, service). Experience operating in multicultural or international work environments. <p>Desirable:</p> <ul style="list-style-type: none"> Experience related to industrial boilers, thermal systems, energy solutions, or process equipment. Participation in product launches, go-to-market activities, or marketing campaigns. Experience with CRM systems, KPI tracking, or performance reporting. Exposure to project-based work or structured project management. Previous international assignment, internship, or training program. 	
Maximum years' experience needed:	Graduate / work experience 2 – 5y	Or other:
Additional Qualifications	<ul style="list-style-type: none"> French and English, spoken and written on a professional level, Arabic and German is a plus. Strong analytical and conceptual skills for market analysis and strategy development. High learning agility, adaptability, and openness to intensive international training. 	

	<ul style="list-style-type: none"> • Strong intercultural awareness and ability to work effectively in diverse teams. • High ethical standards with clear alignment to compliance, legality, and fairness. • Self motivated, creative and resilient personality
Country Focus:	<p>After the Fellowship in Germany, it is envisioned to enter into a permanent employment in one of our BOSCH INDUSTRIAL HEAT locations in Morocco (Casablanca), or South Africa (Johannesburg), with Johannesburg being the preferred location.</p> <p>Please note: Due to visa restrictions, applications can only be considered from candidates who are nationals of Morocco, or South Africa, or who already have the legal right to reside and work in one of these countries. Please make sure to indicate this in the earliest available free-text field of the application form.</p>
Division / Location / Department:	<p>Bosch Industrial – Location Gunzenhausen, Germany Sales Department (during fellowship)</p> <p>In target position: Sales organization for emerging markets (Morocco or South Africa)</p>
Planned Tasks & Activities:	<ul style="list-style-type: none"> • You will get in contact with different internal experts to foster a deep understanding of Industrial boiler business processes, products, roles, and structures. • We will introduce you to our marketing, business development and sales activities. • You will get the chance to take on your own strategic, Africa-related project.
Remarks:	