



VACANCY
(Internal/External)

Job Title: Sales Director Guinness Cameroun
Department: Sales
Reporting to: Managing Director
Category: L3
No of positions: 1
Contract: Permanent

PURPOSE

- This role is accountable for the development and execution of the commercial strategy against a clear implementation plan that delivers volume and profit growth, increased market share and wins at the point of purchase in both current and future channels.
- The role will play a key part in shaping our sales strategy towards our F21 goals and will need to form strong relationships with GCSA executive and ELT team as well as Sales, Marketing and Innovations teams across Diageo Africa and Global.

QUALIFICATION AND EXPERIENCE REQUIRED

- Minimum of a Bachelor degree in Social Commercial, Marketing or other business related field
- A proven track record of building and leading high performing Sales teams and achievement of stretching goals with at least 10 years' experience senior management or regional level in a blue chip leading edge sales/commercial environment.
- An in depth knowledge of the sales environment and people development.
- Strong leadership of cross functional teams
- Good P&L literacy and previous experience of financial data (targeted trade investment, margins optimization, customer profitability...).
- Strong numerical skills and high level of computer literacy.
- Strong influencing skills, able to set a vision and inspire clients. Authentic in all interactions, and able to build true partnerships with customers and internally with other functions.
- Strong communication skills, both verbal and written, in French and English
- Strong ability to multi- task and operate with pace and agility
- Ability to find pertinent solutions in a dynamic and fast-running environment
- Willingness to experiment and learn.
- Valid driving license

ACCOUNTABILITIES

- Create a focused, disciplined and high performing commercial machine that can execute relentlessly against our core business and beat the competition.
- Build the talent and capability required to win in the market and lead the transformation to greater diversity in our commercial organization.
- Develop and implement a 3/5 year "Route to Consumer" strategy to deliver top and bottom line growth and win share across our portfolio.
- Key contributor on the GGBL executive team in leading the organization and our ELT leaders to deliver our plans year on year and lay the foundation for future growth.
- Builds the structured and disciplines required to effectively execute a rich innovation pipeline that grows the business and those of our distributors/customers.

APPLICATION

All applications to be made through the website: www.Diageo-Careers.Com.

Guinness Cameroon, which is ISO 9001/2008 and FSSC 22000 certified, is committed to meritocracy and inclusiveness and will not unfairly discriminate in recruitment, training, career development and promotion on the basis of race, color, ethnicity, gender, marital status, disability, religion or belief and age

CLOSING DATE

31/05/2018

Hervé Ngamaleu
Human Resources Director

HN/NT/18.05.2018