



THREE GREEN APPLES
CONSULTING

Keeping Business Simple

CAREER OPPORTUNITY

MARINE & PROTECTIVE COATINGS SALES MANAGER - EAST AFRICA

AkzoNobel

Our client, AkzoNobel a global supplier of innovative and sustainable paints, coatings and specialty chemicals is looking to recruit a Marine & Protective Coatings (MPC) Sales Manager – East Africa. Reporting to the General Manager & Protective Coating Africa, the key deliverable from this role will be to build and grow the organization's MPC activities in East Africa.

In accordance with the plans agreed and supported by AkzoNobel's distributor in the region.

Key responsibilities include:

- Sales Performance: Continually improve the financial performance of the Marine & Protective Coatings division by developing and implementing strategies for securing MPC projects, new buildings and maintenance in line with the different countries business plans.
- Increase Market Share: Identify, develop and maximize new and existing business opportunities for sales of Marine & Protective Coatings products in Uganda, Kenya, Tanzania and others countries in the region.
- Projects – Coordinate PC African projects; prioritize projects and ensure each project is followed through recommendation from different global PC projects managers based outside East Africa.
- Engage and manage levels of stock in the different countries and proactive on slow moving items.
- Initiate and lead the Marine and Protective Coatings business plan for the region with involvement and commitment of AkzoNobel's distributors and licensees.
- Ensure effective communication both internally and externally between operations and others AkzoNobel affiliates.
- Ensure that a training program is delivered to staff (technical, sales) of distributors in the region.
- Safety: Ensure compliance of safety requirements including protective clothing, induction programs and confined space training where required on all sites both internal and external. Ensure our customers understand our product requirements from employee health & safety and product stewardship viewpoints.

The role is based either in Nairobi or Mombasa with frequent travel between the two cities as well as international travel.



The ideal candidate for this role will be someone looking to build her/his career both locally and internationally. S/he should have the drive, experience and ability to set-up a sales department in Kenya.

In particular s/he will:

- Have a minimum of 8 years' of relevant experience gained in sales of marine and protective coatings in East Africa and internationally. At least 4 years' of managing a team.
- Achieve growth by securing sales of paint with the ship owners, engineering houses, contractors, fabricators that are based in East Africa.
- Increase marine & protective coatings sales and technical support on projects for both maintenance and new buildings.
- Provide an effective communication channel with distributors in Kenya, Tanzania, Uganda, and other MPC sales team in Africa. All activities occur in compliance to trade practice and AkzoNobel code of ethics policies.
- Be a self-driven individual, highly motivated and disciplined, have strong organisation skills.
- Have intermediate level proficiency in MS Office applications i.e. Word, Excel, PowerPoint, MS Project, Outlook, etc.,
- Be willing to travel locally and internationally.

Remuneration: The salary offered for this position is competitive and negotiable dependent on experience and demonstrable contribution.

If you are interested in the above position and meet the above criteria, please send in your application via electronic mail to marineandpc@tgagroupea.com attaching a full résumé / curriculum vitae in Microsoft Word Document (.doc /.docx) format.

Your application should reach us on or before **12th February 2017**.

*Please Note: **We do not charge** individuals any fee to accept or hold their applications in our database. We therefore do not accept any applications from agencies who charge their clients for submitting their resumes*