

PEOPLE DEVELOPMENT (www.peopledev.net) is searching for INDUSTRY REPRESENTATIVES for a world's leading manufacturer of construction, mining and power equipment.

CHINESE SPEAKER INDUSTRY REPRESENTATIVE

Based in Côte d'Ivoire

For nearly 90 years, our client has been making sustainable progress possible and driving positive change on every continent. The customers turn to company to help them develop infrastructure, energy and natural resource assets. The employer is a world's leading manufacturer of construction, power and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. They don't just build great products, they pair them with the newest digital technologies and analytics to solve problems and anticipate customer needs. They are bringing their industry into the Age of Smart Iron. A lasting legacy of talented and committed employees give this company its competitive edge. It is their team that has allowed this company to accomplish great things. From the construction of the Hoover Dam, to earthquake relief in Indonesia, the employees have never failed to give customers enduring results through superior service and innovation.

Job summary

As an Industry Representative you will consult with dealers in the West Africa region to market products, parts and services and assist in the development of dealer sales capability.

Duties and responsibilities

- * Sales & Service liaison among dealers, customers and other Company personnel. You should be very familiar with the Company's processes, systems and methodologies accountable for contributing to the identification, analysis and resolution of needs and problems in an assigned industry. You will be performing complex analysis work, identifying and resolving problems that are less tactical and more strategic in nature. Challenges include developing and meeting expectations in delivering results, considering and recommending alternative courses of actions, making timely decisions and developing greater communication skills. You will work more directly with other Company units, customers, and possibly suppliers.

- * Counseling dealers in developing increased human performance capability; providing guidance on existing and potential customer service issues and improvement measures within an industry; assisting dealers on forecast, sales/rental/used strategy planning and sales techniques; supporting rollout of new products (eg., products, parts, other service products); analyzing and communicating marketplace and competitive activity to relevant personnel and dealers; assisting dealers with business planning within an industry; creating and promoting programs that increase sales while maximizing price realization; and continuing to develop required proficiency level in the specified foundation competencies and skills.

- * Understand and keep current on customer/dealer market needs, understand how and why decisions are made within their work group and organization. You will be responsible for applying those decisions to support and develop product sales, dealer effectiveness, overall segment growth, process improvement, sales management process improvement, etc. You will apply your knowledge of products, technology, industry, etc., in support of department, dealer and customer expectations and needs. You may provide direction to less experienced personnel.

- * Developmental and continual learning will be directed through experience and staying abreast of technology changes. Key learning comes from continued experience in the assigned industry, enhancing

communication and people relationship skills, improving problem solving and analysis ability, building and using business skills, enhancing use of Caterpillar systems and developing leadership abilities. You must stay abreast of industry and technology changes and relate those changes to department, dealer and customer needs.

Education, experience and desired qualifications

- * Fluency in **Chinese** + English and French (written and spoken) is an essential requirement
- * Strong communication, interpersonal and leadership skills
- * Strong business acumen
- * A bachelor's degree in an accredited Marketing or Engineering curriculum
- * 3-5 years prior experience in field assignments
- * Demonstrated ability to work independently, communicate effectively and work on increasingly more complex assignments and provide direction to lower level reps on project assignments
- * Must be willing to travel extensively (50-60%) as well as relocate based upon business needs
- * Strong capacity for analysis, diagnostics, project development and action plan, process improvement monitoring and reporting with the hub/head.

DISCLAIMER: *The preceding job description has been designed to describe the general nature and level of work being performed by people assigned to this job. It is not designed to contain or be interpreted as an exhaustive summary of all responsibilities, duties and effort required of employees assigned to this job. At the discretion of management, this description may be changed at anytime to address the evolving needs of the organization.*

APPLY

The deadline for application is **June, 20th, 2018** to the following email addresses info@peopledev.net

Due to the number of applications awaited, only short listed candidates will be contacted back.