

Country Manager

Group:
Leadership Team

Reports to:
General Manager

Location:
Algiers

Coverage:
Sales Location Territory

The Country Manager's role is to manage the overall business of the company in Algeria across all segments, build a healthy partner ecosystem, position the company as a trusted and valued Partner with the government and develop a positive image in the country.

The company is a leading company in Information Technologies.

Role description:

- Achieves annual quota and strategic objectives
- Develops a country business plan across all segments
- Listens to customers, understands business needs and structures solution proposals built on products and technologies to address those needs
- Drives Satisfaction
- Wins Platform Adoption
- Accountable for the country Scorecard:
 - Yearly billed and adjusted revenue objectives
 - Product sales and customer segment, sales objectives in the country
 - Objectives by reducing antipiracy
 - Win market share against competitors
 - Positive Image in the country as measured by positive top stories
 - Citizenship aligned with country priorities
 - Improving customer and partner satisfaction

Direct Reports:

Country Sales, Technical and Marketing...

Interactions expected with: North-Africa, Middle East-Africa, Europe

Please send your CV to: salima.mokhtari@lincoln-associes.fr

Office: 00 331 46 99 36 86

Cell: 00 336 08 56 95 59