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Business Head (CEHA)

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Business Head (CEHA)

Nigeria, Nigeria

Job Description

Our client is a for a leading Consumer Durable distribution conglomerate in Nigeria.

Job details:

A CEHA sector specialist with the capacity to lead critical functions such as demand planning, product management, sales, marketing, retail, and Institutional sales and provide leadership to allied activities such as Customer Service, SKD operations, warehousing, and logistics and be active in hiring staff, managing operating budgets and cost optimization.

Overall, the job purpose is to lead the organization by seeking and seizing opportunities for business growth achieving success by managing its operations, resources, and people effectively.

Roles and Responsibilities:

- 1.Setting and achieving organizational goals and objectives
- 2.Developing and implementing strategic plans and initiatives
- 3.Driving high performance through motivation and collaboration across functions and teams.
4. Monitoring financial performance and managing budgets.
5. Ensuring safety & security of the People, Products and Properties of the company.
6. Employee Motivation and team spirit through leadership approach.
7. Building and maintaining relationships with stakeholders, including customers, suppliers, and partners
8. Creating and maintaining a positive organizational culture and work environment

9. Making key decisions on behalf of the organization. 10. Identifying and addressing areas for improvement in operations or processes.**Criteria:**

18 - 25 Years of Experience, out of which min 5 years as a Profit Center Head in CEHA (Consumer Electronics & Home Appliances).

Graduate / Post Graduate in any discipline, MBA Sales & Marketing preferred.

Required Skills

Profit Centre Head, Sales and Marketing Head, Distribution activities, CEHA sales, general manager, business strategy, operations, trade and marketing

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