

## Land of opportunities, Africa is calling you

We are hiring for various West African Countries. The Ghana based company is one of the leaders in Electrical and Power sector in West African market.

The company with its decade old establishment and domain trained resources is serving Power sector and house electrical needs of West Africa in following segments:

- EPC Projects
- Metering, Billing & Revenue Protection
- Manufacturing of Electrical Equipments
- Retail Sales for Home Electrical Equipments

Positions:

	Positions	Experience	Qualification	Details
1	General Manager – Retail Sales	15-20 years	BE/B Tech (Electrical/ Electronics/ Instrumentation) and MBA	<a href="#">Click here</a>
2	Manager / Sr Manager – Retail Sales	8-15 years	BE/B Tech (Electrical/ Electronics/ Instrumentation) and MBA	<a href="#">Click here</a>
3	Manager Marketing – Energy Meters	8-15 years	BE/B Tech (Electrical/Electronics)	<a href="#">Click here</a>
4	Executive Engineer	2-5 years	BE/B Tech (Electrical/Electronics)	<a href="#">Click here</a>

Mention the position applied in the subject line. Please apply for the suitable position to [careers@hrvisory.com](mailto:careers@hrvisory.com)

If you have any query, do call us at +91-866 85 61277

## **General Manager – Retail Sales Home Electrical Equipments**

**Base Location - Accra, Ghana**

**Work responsibilities:**

- Develop the working budget, responsible for P&L, inventory planning and adherence to schedule mile-stones.
- Scale-up the existing retail business of the organization.
- Develop and deploy market / product strategy.
- Co-ordination with OEM for product development and manufacturing.
- Managing product lifecycle and evolution.
- Conduct training and seminars.
- Establishment and development of brand value.
- Deploying systems and processes.

**Experience** – 15 to 20 years of relevant experience

**Qualification** – Engineering Graduate (Electrical/ Electronics/ Instrumentation) and MBA in Marketing

**Products to handle** – Wire, Cable, Lighting, Fan, Switchgears, Solar products

**Desired profile of the candidate:**

- Exceptional communication skills.
- Results-oriented, strategic thinker and planner.
- Must have extensive experience in retail sales with “home electrical” products like Lighting / Fan / Wire / Switchgears etc.
- Must have extensive experience of distribution network, product placement, and market data analysis.
- Adept in designing and implementing schemes.
- Must have the experience of handling a sizeable business operations in current role; say at least Rs 700 Million per annum in Indian Market.

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## **Manager / Sr Manager – Retail Sales**

**Base Location - Accra, Ghana**

**Work responsibilities:**

- Responsible for Sales and Collection as per plan
- Improving distribution network
- Conducting market & product survey
- Accumulating market & competition data
- Deploy market & product strategy
- Conducting Brand Promotion activities
- Training and Seminars

**Education** – Must be BE/B.Tech and MBA (Marketing)

**Experience** – 8 to 15 years

**Products to handle** – Wire, Cable, Lighting, Fan, Switchgears, Solar products

**Desired profile of the candidate:**

- Exceptional communication skills
- Results-oriented, strategic thinker and planner
- Must have extensive experience in Retail sales with Home Electrical products like Lighting / Fan / Wire / Switchgear etc
- Must have extensive experience Distribution network, Product placement, Market data analysis
- Adept in executing schemes for realizing better sales and collection
- Must be well-versed with MS Office.
- Must have the experience of handling a sizeable business operations in current role; say at least Rs 150 Million per annum.

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## Manager Marketing – Energy Meters

**Location - Accra, Ghana**

**Job Description/ Responsibilities:**

- Responsible for entire sales cycle: enquiries, suitable offer / tender, order booking, revenue generation, collection
- Technical pitch of relevant product to customers
- Training and presentation to customers
- Monitoring & supervising AMR/PPM/AMI system deployment
- Product management

**Education** – Engineering Graduate (Electrical/ Electronics)

**Experience** – 8 to 15 years

**Products to handle** – Energy Meters

**Desired profile of the candidate:**

- Exceptional communication skills
- Results-oriented, eager to take new challenges
- Must have exposure in sales and marketing
- Must have handled system sales
- Working knowledge of MS Office
- Relevant industry experience of Electrical equipments

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## Executive Engineer

**Location – Various West African Locations**

**Job Description / Responsibilities**

- To manage various short / mid-term projects
- To co-ordinate / monitoring various work in one or more business units
- Conduct market survey and data analysis

**Education – Engineering Graduate (Electrical/ Electronics)**

**Experience – 2 to 5 years**

**Desired profile of the candidate**

- Exceptional communication skills
- Results-oriented, eager to take new challenges
- Must have exposure in sales and marketing
- Prior experience – should be from electrical equipments in Power Sector (Energy Meters, Transformers, Switchgears, Distribution Projects, Substation, Rural Electrification, Loss reduction etc)

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