

COUNTRY MANAGER

Job description

To fill the position of Country Manager, we are looking for someone who is driven, proactive, and decisive. It is necessary that they have a leadership profile, being able to offer guidance and directions to their team. The ideal candidate should have very good social skills, developing a well-connected network of relevant players in the industry, whilst maintaining relationships with staff, customers, and suppliers. Furthermore, the person fulfilling this position must be a strategic thinker with the ability to promote opportunities for growth, manage crises, develop creative solutions to the company's issues, and monitor its performance. It's also vital that they show knowledge and experience in the target sector.

Responsibilities

- Create and implement effective business plans;
- Collaborate with senior management on strategic initiatives;
- Monitor competitors;
- Design sales strategies;
- Do business development (sales);
- Maintain relationships with stakeholders;
- Develop opportunities for expansion of business;
- Develop marketing plans;
- Represent the company at events;
- Be the company's spokesperson in the target market;
- Manage marketing strategies increasing brand recognition and awareness;
- Recruit teams to deliver the company's plan;
- Train the team and motivate;
- Develop standards for optimum performance;
- Develop contingency plans for emergencies;
- Formulate and implement strategies for preventing and managing crises;
- Manage supplier contracts;
- Manage budgets;
- Monitor the company's financial status in target market;
- Control payments and receivables;
- Monitor progress of projects;
- Implement local customer service;
- Solve operational issues;
- Deliver regular reporting to the headquarters;
- Participate in training opportunities at headquarters.

Qualifications / **Hard skills**

- 10 years of professional experience;
- Bachelor degree in business administration, international relations, economy or a related field (preferably with a master's degree);
- Postgraduate degree in sales, finance, project management or similar is also acceptable;
- Knowledgeable of the country/region;
- Fluency in the language of the headquarters and the target market;
- Experience living abroad is advantageous;
- Must be familiar with computer software programs e.g. Word, Excel, CRM, project management, and others;
- General management experience.

Qualifications / **Soft skills**

- Fast learner.
- Cultural flexibility;
- Networking skills;
- Interpersonal skills at all levels, including people-management and leadership;
- Written and verbal communication skills.

Looking for a country manager? The Country Manager Hub offers a unique country manager as a service to companies looking to expand internationally on a flexible framework. According to your needs, we assign a professional to perform the roles that are essential for meeting your goals.

Contact us today. **info@countrymanagerhub.com**



We deliver your global expansion plans.