



# SEGMENT LEADER: MANUFACTURING

A fantastic opportunity has become available for an experienced Segment Leader: Manufacturing to join our business at WorldsView based at our offices in Woodmead, Sandton.

## OUR AFRICAN DISTRIBUTION STORY

WorldsView turned 21 in the year 2020. We represent global leaders such as **Autodesk**, **Esri**, and **Topcon**. WorldsView will be the preferred distribution choice for global technology brands in the make-build arena looking for access to African markets, and for African resellers looking for access to exciting, profitable business opportunities. We are passionate about building the future of Africa facilitating the convergence of powerful BIM and FOMT technology brands serving the needs of the people who survey, make build, operate or maintain the products and infrastructure on our continent. Those people are building the future of Africa.

## EDUCATION AND EXPERIENCE



- 3 TO 5 YEARS EXPERIENCE IN THE MANUFACTURING ENVIRONMENT.
- EXPERIENCE USING AUTODESK PRODUCTS INCL INVENTOR AND FUSION.
- EXPERIENCE USING AUTODESK VAULT AND CAM PRODUCTS IS ADVANTAGEOUS.
- TERTIARY QUALIFICATION IN MECHANICAL ENGINEERING, PREFERABLY A BACHELORS DEGREE.
- A BUSINESS DEGREE SUCH AS UNIVERSITY OF WITWATERSRAND MANAGEMENT ADVANCEMENT PROGRAMME, OR EQUIVALENT.

## SKILLS

- STRONG PRESENTATION SKILLS & ABILITY TO MOTIVATE CHANGE IN YOUR TEAM.
- DEMONSTRATION OF ENHANCING, INTEGRATING & IMPROVING BUSINESS PROCESSES IN MANUFACTURING.
- DEADLINE DRIVEN.
- ADAPTS EASILY TO CHANGE.
- A STRONG RELATIONSHIP BUILDER.
- PERFORMANCE ORIENTED.
- ANALYSIS OF DATA.

## WHAT'S IN IT FOR YOU?

COMPETITIVE BENEFITS PACKAGE.  
AMAZING OPPORTUNITIES FOR CAREER PROGRESSION.  
REMOTE WORKING OPPORTUNITY.  
WORK-LIFE BALANCE.  
AN OPPORTUNITY TO LEARN ABOUT OUR DIVERSE ENVIRONMENT AND OUR AFRICAN FOOTPRINT.

## TO APPLY

If you wish to apply-please send your CV through to Pam Gumede at [pam.gumede@worldsview.com](mailto:pam.gumede@worldsview.com)

## KEY PERFORMANCE AREAS

### CONTACT WITH CUSTOMER

Drawing from Key or Strategic Accounts in your segment, identify important customers and develop a strategic (not a sales) relationship with influencers in the segment.

### EXECUTIVE PARTNER AND VENDOR RELATIONSHIP MANAGEMENT

You will be assigned a set of vendor and partner contacts to manage – directly and through your staff. Take responsibility for the quality and cadence of the "Better Together" program in your area of responsibility, as well as for the content and cadence of key vendor meetings.

### EXECUTIVE PLANNING, FORECASTING AND INFORMATION SHARING

Devise strategies that harness sales-related insights, prevailing standards, and novel developments to encourage market-making pipeline building and pipeline management in the channels for which you are responsible.

### PIPELINE BUILDING - SEGMENT LED (MARKETING & SALES)

In your segment, you will have two targets each quarter relating to (1) the generation of Marketing-led, workflow based multi-brand field promotion leads and (2) the generation of Sales-led field promotion leads in your segment.

### PRODUCT AND PRICING

According to your role, participate in or lead the market-making process of analyzing your segment and managing the product portfolio and pricing strategies in your segment – subject to vendor guidelines.