

## JOB DESCRIPTION – PNSM 01

### Strategy Manager

#### Job Objective

Our client is the leading business to business chemical and allied services organisation in Nigeria, with global operations including manufacturing, logistics, distribution and services. Due to a consistent striving for excellence, an exciting opportunity with this growing business awaits the right candidate. This is a dynamic environment which will suit an enthusiastic and strategic thinker. To help accelerate growth and transformation, we are seeking to recruit a Strategy Manager.

<b>Job Title:</b>	Strategy Manager
<b>Department:</b>	Operations
<b>Reports to:</b>	Group Chief Operating Officer

#### Job Summary

The ideal candidate for this role would have extensive knowledge of market survey, balance score card, project management and must be highly analytical. The successful individual will be responsible for analysing group financials and monitoring various projects across the group's operations.

#### Key Roles and Responsibilities

##### **Business plan, strategy formulation & Competition analysis:**

- Develop business plan for business ideas generated by the group companies and structure action plans.
- Champion group companies accountability for agreed initiatives and targets through performance management instrument such as balanced score card.
- Responsible for analyzing group companies financials and other data against competition and recommend corrective and remedial action plan to the management.
- Business analytics and feasibility studies for selected project across the companies.

##### **Launch & implementation**

- Assist group companies in project and initiative launching plan
- Responsible for monitoring projects under implementation across the group companies and undertake necessary follow ups.

### **Business development**

- Study the economic environment for promising business ideas
- Prepare reports on attractive projects
- Carry out desk / field surveys as required

### **Market research**

- Desk & field research on allotted project(s)
- Meet & understanding business needs from key industry persons
- Customer mapping & assessment
- Distribution channels assessment
- Competitor assessment
- Product & technology research
- Statutory duties & levies information
- Applicable registration rules & procedures
- Local & global case studies

### **Ensure appropriate work quality & office decorum**

- Ensure smooth work relationships within the department & across the organizations
- Ensure compliance with applicable rules & regulations of the administrative location

### **Other**

- Support the GCOO in new market/business development ideas
- Handle any other projects as assigned by the management

## **Job Attributes**

### **Qualifications**

- BSc degree holder in Project Management/sciences/Business administration
- Minimum 3 years experience in a similar role.
- Strong written and verbal communications

To succeed in this position you should have strong interpersonal skills, a positive attitude, and a desire to continuously improve the way we deliver value to our internal and external customers. Be flexible and able to adapt to new cultures and environment.

### **Skill Sets(Desirable):**

- Extensive knowledge Business plan, market survey/Project management and must be comfortable with data crunching
- Must be highly analytical with proven track records.
- Knowledge of balanced score card is desirable.

**Knowledge Required: (Specific to Job Profile, If any)**

Street smart and experience that cuts across industries/experience from consulting background will be added advantage/ Smart MBA student from a recognized institution.

**Job Dimensions**

- As above
- Any other tasks assigned by your Manager