

BLUE SKY ENERGY COMPANY

Job Specifications

Job title: Commercial Director

Reports to: Chief Operating Officer (COO)

Accountable to: Chief Executive Officer (CEO),

GENERAL DEFINITION

The Commercial Director is responsible to plan, develop and implement the Company's commercial strategies that reflect its objectives and priorities. The Commercial Director should add value to the growth of the Company's market share by identifying new commercial opportunities and managing marketing efforts.

ESSENTIAL DUTIES AND RESPONSIBILITIES

The following are the main duties and responsibilities of the Commercial Director:

1. Developing and implementing the commercial plans and strategies in line with company's objectives to accelerate growth.
2. Conducting market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.) as well as to understand threats.
3. Supervising and coordinating Branches business plans and manages customers' relationships.
4. Directing all operational aspects of branches including customer service, administration, billing and collections, and sales activities.
5. Providing direction to branches managers regarding the Company's services features and benefits,
6. Identifying areas of improvement in services offerings, sales tactics, marketing strategy, and promotional activities,
7. Monitoring performance measurement of the commercial activities, and prepare reports for senior management.
8. Conducting and handling all marketing campaigns, services advertising, packaging, media channels, and branding of the Company services,
9. Contacting and visiting potential clients to disseminates brochures and business cards,
10. Handling the client's complaints, and suggestions of the new clients services, and scrutinizing reasons for the clients quitting (disconnecting),
11. Maintaining the marketing budget and ensures that all marketing activities are cost-effective,
12. Conducting regular surveys and clients' need assessments for better improvements of the Company's services,
13. Maintaining full compliance with the procedures, rules, and regulations,
14. Perform other duties as directed or required by the immediate supervisor or the CEO,

Qualifications

1. Previous working experience in marketing, sales and other commercial activities,
2. MBA/or Bachelor Degree (with long experience) in Business Administration, Marketing, or other relevant qualification,

Other Necessary Skills

1. Friendly and positive attitude,
2. Excellent communication skills and customer care,
3. Good experience in Client Relationship Management,
4. In-depth knowledge of market analysis and metrics,
5. Excellent in Computers Applications,
6. Helpful, and cooperative to resolving complaints,
- 7.

How to apply:

Interested applicants who meet the above requirements can submit updated CV and cover letter to hrm@blueskyenergy.so with subject line: Commercial Director Before the deadline.

The Closing date is **31-AUG-2021** (at **12:00** mid night). Only shortlisted candidates will be contacted.



BLUE SKY ENERGY

Vacancy

Blue Sky Energy (BSE), founded in 2015 is a private energy company and a power utility service provider with foot print across the major cities in Somalia. It is involved in electric power generation, transmission and distribution. The company recognizes the crucial role of affordable and reliable electric power supply for sustainable economic development of the country and has built a growing reputation as a provider of quality, safe and reliable electric power to its growing clientele.

Position Summary, Requirements and Qualifications

We are looking for a competent **Chief Technical Officer (CTO)** to makes all executive decisions with regards to the technical interests of the company. He/ She will be responsible for outlining the company's technical blue print and vision, implementing technology strategies, and ensuring that the technical resources are aligned with the company's business needs. The CTO will provide sound technical leadership in all aspects of the business and will communicate with employees, stakeholders and customers to ensure the company's operations run smoothly and resources are utilized efficiently and appropriately aligned to the customer focus strategies of the company.

The candidate should have proven experience of 5 years as a CTO in the Power sector or a similar industry or similar leadership role, BSc in Engineering (Electrical& Electronic, Mechanical, Mechatronics, Industrial) or a related Computer Science& IT field; MBA or other relevant graduate degree is a plus, knowledge of technological trends to build strategy, ability to conduct technological analysis and research as well as leadership and organizational management abilities. The successful candidate will be offered a competitive remuneration and benefits package. The CTO will be based in **Mogadishu, Somalia**

Qualified candidates are invited to submit their applications accompanied by detailed curriculum vitae and cover letter as a single document to hrm@blueskyenergy.so to be received on or before 5:00PM on 31-AUG-2021 , with the subject line“ **CTO BLUE SKY ENERGY**”