



**INTERNAL VACANCY: NESTLÉ ADC REGION**  
**BUSINESS DEVELOPMENT MANAGER - Suriname**

**SNAPSHOT**

Location: Suriname  
Company: Nestlé  
Full-time  
First Degree / Masters  
5 years of experience

**POSITION SUMMARY**

As the **Business Development Manager - NCI**, you will be the 'Face of Nestlé' in Suriname under Nestlé Caribbean Inc. responsibility. Persons are on the front line across the different territories, developing strategies to grow total NIM business - F&B, Nutrition, CPW & Petcare. You will be the key person responsible for developing, executing, and improving strategies to deliver Nestlé F&B and NIM Business objectives and overseeing the resolution of all in-market issues.

**A DAY IN THE LIFE ...**

- Develop the NCI Model as the best Route-to-Market for e-businesses operating Suriname
- Develop, implement, and evaluate the Territory Business Strategies that drive the Marketing Plans with Distributors and key customers to generate demand and optimise profitability & volume having Marginal Contribution targets and Customer Contribution Statement responsibility
- Lead, supervise and measure the effectiveness of all activities / initiatives in the territories for the NIM Businesses. (Marketing, Sales, Distribution, Compliance, Quality, CRM, Distributor Capability Assessment and Training,).
- Deliver objectives for F&B and the NIM Businesses (CPW, Nutrition, Petcare) while guiding the territory strategy for the GMBs to optimise Nestlé's strength and operations in each Territory, being 'One face to the Customer'
- Conduct detailed trade and distributor audits to ensure compliance and identify opportunities to grow all businesses through finding new products, increasing in-market distribution or other process improvement.
- Review all KPIs by Distributor / Customer / Category (Sales, Stocks, Forecast, TS planning) to drive the MBP Process, while coaching and developing the NCI Customer Coordinators and the teams at the Distributors.

**WHAT MAKES YOU SUCCESSFUL**

- First Degree in Marketing, Sales, or related Social Science (master's degree would be an asset)
- At least 5 years of Fast-moving consumer goods experience
- At least 6 years prior experience in a similar role
- At least 11 years prior experience in Sales with Customer Service and Marketing
- Strong Sales and Marketing Knowledge to develop and execute Territory Business Plans
- Financial acumen with clear understanding of P&L drivers
- Demonstrated Excellent Organizational skills, Logical thinking, problem assessment and resolution oriented
- Results driven and passionate about improvement
- Excellent communication skills with demonstrated clarity in both oral and written skills.
- Leadership skills & the ability to influence and motivate people at all levels and customer management
- Demonstrated experience in working under pressure.

*To apply, email your CV together with the internal vacancy form to **Diana Jadoonanan, Talent Acquisition and Learning**  
Partner: [diana.jadoonanan@tt.nestle.com](mailto:diana.jadoonanan@tt.nestle.com)*