



Be You.
Be Bayer.

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities and redefining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

Marketing, Trade Marketing & Sales Graduate

Role purpose

- // The Sales, Trade Marketing, Marketing Management Trainee Programme has been designed to give exposure within the Consumer Health spectrum. It will allow you to actively contribute to execution of strategies that will drive sales and profitability.
- // In this role you will play an integral part in building, developing, and maintaining credible, long term, category lead relationships (internally and externally). In addition, you will learn to be the voice of the shopper in the organisation, delivering actionable insights that deliver category value creation. You will learn to turn insights into actions with best-in-class execution, analysis and evaluation of category plans in order to deliver range reviews with customers and provide them with leading edge category management solutions.
- // Our broad product portfolio includes many world-famous brands which have shaped the iconic Bayer brand and have been helping our customers for decades. These include iconic brands like Zam-Buk, Bepanthen, Cal-C-Vita, Berocca, Deselex, Canesten, to name but a few.
- // This role's incumbent will be essential team member to drive sales execution excellence in all the channels that we operate in
- // Our aim is to develop our future leaders with a functional talent Programme through a central assignment. The Trainee Programme contains projects that will challenge you, mentors who will help you to grow, and training to fast-track your personal development

Key responsibilities and tasks

- // The graduate Programme is structured give you the opportunity to learn and excel in your chosen field, all whilst working along-side the very best leaders in the business.
 - // As a participant in the Programme, you will be exposed to various business units and departments where you will be able to learn and gain an understanding of how the business functions. You can expect on-going learning, development and support as you launch your career.
 - // Practical skills building with business knowledge and multiple system knowledge.
 - // Identify appropriate insights and data trends through utilising and understand multiple data sources (e.g. IRI, IQIVIA, Trade Intelligence, BMI, customer EPOS and loyalty data) in order to generate recommendations for category & range reviews.
 - // Working with the Sales team and structure in develop customer, HCP & regional strategies
- #### Key Responsibilities
- // Support and execution of Brand Marketing plans in line with Bayer Marketing and Digital Excellence, Support innovation projects
 - // Proactively identify, analyze trends and interpret various data sets, translating data into insights that will drive business category grow the for company
 - // Continuously monitor and track performance versus agreed KPI's

Qualifications and Competencies

- // By Program start, completed of a bachelor's degree (BCom Marketing preferred); and/or
- // Studying towards Post Grad (PGDip) Business Administration, will be advantageous
- // Legal work authorization (full citizenship) in the country for which application is being submitted
- // Proficiency in English, Proficient in Microsoft
- // Strong relationship building skills, Strong negotiating Skills On the Spot thinking, Organized with good time management, Inquisitive, Creative, Strong presentation skill

Be part of something bigger.

E-mail: sea.recruitment@bayer.com
Indicate the position title and location in the subject line of your email. Please note that subsequent to the screening and shortlisting process, only shortlisted candidates will be contacted.

Advertising Period:
1 - 20 June 2023

Location:
South Africa

Employment type:
Fixed Contract

 Science for a **better life**

Bayer welcomes applications from all individuals, regardless of race, national origin, gender, age, physical characteristics, social origin, disability, union membership, religion, family status, pregnancy, sexual orientation, gender identity, gender expression or any unlawful criterion under applicable law. We are committed to treating all applicants fairly and avoiding discrimination.