

ENTERPRISE SOFTWARE SALES MANAGER

An enterprise technology solutions company providing tailored IT and service management solutions to governments, large corporates, conglomerates, and SME businesses in Nigeria and the West Africa Sub-Saharan region seeks to hire an **Enterprise Software Sales Manager**. The successful candidate will work out of the Company's head office in Lagos.

Job Title:	Enterprise Software Sales Manager
Reports to:	Chief Executive Officer

Job Summary

- The Enterprise Software Sales Manager will be responsible for driving sales growth for the company's enterprise technology solutions. This role involves building and managing a high-performing sales team, developing strategies to acquire and retain key clients, and ensuring revenue targets are met. The Sales Manager will collaborate with other departments to align sales strategies with overall business objectives.

Key Responsibilities

- Develop and implement effective sales strategies to achieve revenue targets.
- Identify market trends and customer needs to inform product development and marketing efforts.
- Create sales forecasts, budgets, and performance metrics.
- Build and maintain strong relationships with key enterprise clients and stakeholders.
- Serve as a trusted advisor to clients, ensuring their needs are met with tailored solutions.
- Identify and pursue new business opportunities in target markets.
- Monitor competitive activity and adjust strategies to maintain a competitive edge.
- Work closely with the marketing, product development, and customer success teams to ensure alignment.
- Report on sales performance, market trends, and strategic initiatives to the CEO and leadership team.
- Perform other tasks as may be assigned by the Chief Executive Officer.

Qualification, Experience, Skills and Competencies

- Bachelor's degree in Business Administration, Marketing, or a related field (Possession of a Master's degree will be an added advantage).
- At least, 5 years' proven experience in enterprise software sales or a similar role.
- Strong knowledge of enterprise technology solutions, SaaS, or cloud platforms.
- Demonstrated track record of meeting or exceeding sales targets in a B2B enterprise environment.
- Experience in building and leading successful sales teams.
- Expertise in CRM software and data-driven sales management.
- Exceptional ability to identify, pursue, and close deals with enterprise clients.

Qualification, Experience, Skills and Competencies

- Excellent verbal and written communication skills for client and internal interactions.
- Strong negotiation skills to secure profitable contracts.
- Comfortable in a fast-paced, technology-driven environment.

How to Apply

Interested and qualified candidates should send CV to notchtalents@yahoo.com, quoting the position being applied for as subject of the mail. Only shortlisted candidates will be contacted.

Application Deadline: 29th November, 2024.