



<https://tenece.com/job/sales-account-manager-ghana/>

Sales Account Manager-Government

Description

We are seeking a highly motivated Government Account Manager to drive business growth by managing and expanding relationships with government agencies and public sector clients. The ideal candidate will have a strong understanding of IT solutions, government procurement processes, and contract management.

Responsibilities

1. Business Development & Sales

- Identify, develop, and manage business opportunities with government agencies and public institutions.
- Drive sales of IT products, solutions, and services to meet revenue targets.
- Develop and execute strategic account plans to expand business with government clients.
- Respond to RFPs (Requests for Proposals), RFQs (Requests for Quotations), and government tenders.

2. Client Relationship Management

- Build and maintain strong relationships with key stakeholders in government agencies.
- Act as the main point of contact for all government clients, addressing concerns and ensuring satisfaction.
- Provide product demonstrations, presentations, and IT solutions tailored to government needs.

3. Contract & Compliance Management

- Navigate government procurement processes, compliance regulations, and contract negotiations.
- Ensure adherence to public sector procurement laws and regulations.
- Manage contract renewals, modifications, and amendments.

4. Cross-functional Collaboration

- Work closely with technical, finance, and legal teams to ensure smooth project execution.
- Partner with internal teams to develop customized IT solutions for government clients.

5. Market Intelligence & Reporting

- Stay updated on government policies, budget allocations, and emerging technology trends.
- Provide reports on sales performance, market trends, and government sector

Hiring organization

Tenece

Employment Type

Full-time

Job Location

Accra, Ghana

Date posted

March 10, 2025

insights.

Qualifications

- ☒ Bachelor's degree in Business Administration, IT, Sales, or a related field.
- ☒ 4+ years of experience in government sales, account management, or business development in an IT firm.
- ☒ Strong understanding of government procurement, contracting, and regulatory frameworks.
- ☒ Proven track record of winning and managing government contracts.
- ☒ Excellent negotiation, communication, and relationship-building skills.

Preferred Skills:

- ☒ Knowledge of IT solutions such as cloud computing, cybersecurity, networking, and enterprise software.
- ☒ Experience with government frameworks such as GSA schedules, public sector procurement laws, and tendering processes.
- ☒ Ability to manage multiple projects and work under tight deadlines.