



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

Sales Manager

Description

The Sales Manager will be responsible for driving revenue growth and managing a team of Sales Account Managers within our IT division. This role requires a strategic thinker with proven experience in IT sales, strong leadership skills, and a track record of developing and executing successful sales strategies. The ideal candidate will be adept at managing a diverse sales team, fostering client relationships, and contributing to the overall business strategy.

Responsibilities

Sales Strategy & Execution:

- o Develop and implement comprehensive sales strategies to achieve revenue targets and market expansion.
- o Analyze market trends, identify new opportunities, and adjust sales tactics to remain competitive in the IT sector.
- o Oversee the sales forecasting process, pipeline management, and performance metrics.

Team Leadership & Management:

- o Lead, mentor, and motivate a team of Sales Account Managers to achieve individual and team targets.
- o Conduct regular performance reviews, provide feedback, and facilitate ongoing professional development.
- o Set clear objectives and KPIs for the team, ensuring alignment with company goals.

Client Relationship Management:

- o Build and maintain strong relationships with key clients and strategic partners.
- o Oversee the management of high-value accounts, ensuring customer satisfaction and long-term retention.
- o Act as a point of escalation for critical client issues, working collaboratively with internal teams to resolve challenges.

Collaboration & Communication:

- o Work closely with the marketing, product, and customer service teams to ensure a cohesive approach to market challenges and opportunities.
- o Provide regular sales performance reports and strategic insights to senior management.
- o Represent the company at industry events, trade shows, and networking opportunities to promote the IT brand and expand market reach.

Process Improvement:

- o Continuously evaluate and improve sales processes, tools, and methodologies to enhance team efficiency.

Hiring organization

Tenece

Employment Type

Full-time

Job Location

Accra, Ghana

Date posted

October 24, 2024

- o Ensure that the team is leveraging the latest CRM systems and sales automation tools for optimal performance.
- o Monitor competitor activity and share insights to inform product development and sales strategies.

Qualifications

Education:

- o Bachelor's degree in Business, Marketing, Information Technology, or a related field. An MBA or advanced degree is a plus.

Experience:

- o Minimum of 5–7 years of proven sales experience within the IT or technology industry.
- o Demonstrated success in managing a sales team and achieving sales targets.
- o Experience in account management and strategic sales planning.

Skills & Competencies:

- o Strong leadership and team management skills with the ability to inspire and drive performance.
- o Excellent communication, negotiation, and interpersonal skills.
- o Analytical mindset with the ability to interpret sales data and market trends.
- o Proficient in CRM software and other sales tools.
- o Ability to work in a fast-paced, dynamic environment and manage multiple priorities.

Personal Attributes:

- o Strategic thinker with a results-driven approach.
- o Proactive problem solver with a customer-centric mindset.
- o Ability to build long-term, trusting relationships with clients and team members.