



<https://tenece.com/job/salesdev-rep-en/>

Sales Development Representative

Description

We are seeking a proactive, energetic, and goal-driven individual with a passion for building client relationships, identifying opportunities, and driving business growth through strategic outreach.

In this role, you will be responsible for generating and qualifying leads, leading client conversations with precision, and closing high-impact deals. You'll manage the full sales journey from outreach to conversion, with a clear focus on increasing revenue and expanding Tenece's client base.

Responsibilities

– Lead Generation and Market Development

- o Identify and pursue new business opportunities through cold outreach, referrals, and strategic prospecting.
- o Stay informed about industry trends, competitor activity, and evolving client needs to sharpen outreach strategies.
- o Leverage insights and technology to develop innovative solutions tailored to market realities (e.g., Solar Power as a Service – SpaS).

– Prospect Engagement and Client Conversion:

- o Initiate and lead value-driven conversations with prospects, clearly communicating Tenece's offerings and impact.
- o Achieve a monthly quota of qualified leads and scheduled client meetings.
- o Follow up persistently, nurture leads, handle objections with confidence, and close deals that align with company goals.

- o Maintain accurate and up-to-date CRM records to support seamless communication and visibility across teams.

– Pipeline and Performance Management:

- o Manage the full sales cycle — from lead qualification to conversion — with a strong focus on urgency and accountability.
- o Consistently meet or exceed monthly KPIs related to lead generation, client meetings, and closed deals.
- o Support early qualification to reduce sales cycle duration and improve pipeline efficiency.

– Revenue and Growth Enablement:

- o Identify and eliminate friction points at the early stage of client engagement to accelerate deal closure.
- o Collaborate cross-functionally to drive revenue growth and expand Tenece's client base with strategic sales support.

KEY REQUIREMENTS

- Strong verbal and written communication skills
- Confidence in cold outreach and objection handling
- Excellent organizational and time management abilities
- Familiarity with CRM tools (Odo) is an advantage
- Ability to work collaboratively within cross-functional teams

Hiring organization

Tenece Professional Services Limited

Employment Type

Full-time

Job Location

Enugu, Nigeria

Date posted

July 17, 2025

Qualifications

- A Bachelor's Degree, preferably in Business Administration, Marketing, or a related field
- 3-5 years Sales or customer-facing internship or experience is an added advantage
- Knowledge of IT services or tech solutions will be beneficial