



Overall Role scope

The candidate will manage sales of the company's products and services within Uganda. He/ she will ensure consistent, profitable growth in sales revenues through positive planning, deployment and management of sales personnel and by effectively identifying objectives, strategies and action plans to improve short- and long-term sales and earnings.

Duties and Function

- Achieves the Region's revenue and profitability quotas for company products as they are sold into all customer segments within the region.
- Establish an environment and foundation for future sales growth.
- Develops and adheres to a sound strategic sales plan.
- Directs the selling activities within the Region, inclusive of resource deployment and customer interactions. Prioritizes effectively and in accordance with corporate objectives.
- Efficiently manages the region's markets and customer relationships working in conjunction with the relevant teams including partners.
- Program team to ensure attention and growth in the key account segments.
- Leads the Sales Territory Representatives, inclusive of managing performance, coaching, mentoring and career development.
- Responsible for the Region's forecasting and sales tracking.
- Sets the vision for the Region and adheres to a business plan to attain this vision.
- Evaluate market trends and gather competitive information, identify trends that effect current and future growth of regional sales and profitability.
- Disseminate information to regional sales representatives, corporate marketing and sales operations.
- Maintain and expand customer base; building and maintaining rapport with key customers; identifying new customer opportunities.
- Recommend product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors.
- Special projects and ad hoc duties as assigned.

Skills & Qualifications

- 10+ Years of experience
- Bachelor's Degree required, MBA Preferred
- Knowledge of IT, IT related products and industry
- Experience in Leading, Training and Managing Teams
- Knowledge of East African Market and experience in a Regional Role
- Experience in developing marketing and sales strategies
- Experience in preparing business and strategic plans
- Sales exposure to BFSI, NGO, Government and Retail Industry will be an added advantage.

Other Skills

- Problem-solving and analytical skills to interpret performance and market trend information
- Excellent Oral and written communication skills with ample experience in presentations
- Proven Leadership Skills
- Demonstrated record of achievement in prior sales position
- Excellent interpersonal skills and strong closing skills
- Aggressive in selling