

## **Promoter / Ghana and Nigeria**

Wanted: An experienced B2B business development person who can support our programmes in West Africa

### **About the program:**

- The technical client requires seasoned business development persons who can partner to implement the DaaS and UaaS programmes in Ghana and Nigeria
- The programmes will utilise the resource of a specialist in the SMB reseller channel with the ability to evangelise the solution at a commercial level getting the appropriate engagement within the reseller organisation

### **Requested promoter skills:**

- Proven education and experience in IT sector, knowledge of collaboration solutions and the Audio-Visual sector/channel – restlessly exploring new opportunities
- Extensive commercial experience and knowledge in the distribution channel
- High level of dialogue with the leadership of companies in the distribution channel
- Communication skills for demonstrations and presentations of products, solutions and services across West Africa
- Be the point of contact and schedule meetings with OEMs, distributors, resellers and end-customers
- Train distributors, resellers and end-customers and advise regarding a sales and marketing strategy
- Call people and send mailings to self generated leads and leads generated by a call centre
- Reliability and very strong organisational skills; submitting a weekly report (template available) and participation in a weekly call is mandatory
- Language skills: fluent in at least one local language and English and French

### **Background:**

- Currently, we have promoters in the UK, France, Germany, Spain, Italy, Poland & Russia – you will need to work together with this team
- The promoter will be engaged per quarter; at the end of every quarter (and also based on sales and opportunities generated). The team decides whether or not to proceed with the appointment

