

Job Title	Sales Manager
Department	Sales
Location	Lagos
Reporting to	Senior Sales Leader
Role Summary	Seamfix Limited is seeking a dynamic and results-oriented Sales Manager with 4-7 years of experience to join our sales team. As a Sales Manager, you will be responsible for identifying new business opportunities, building relationships with potential clients, and achieving sales targets. You will play a crucial role in promoting our products and services, delivering exceptional customer experiences, and contributing to the growth and success of the company.

BACKGROUND INFORMATION

Seamfix Limited is on a quest to within the next 9 more years (in line with our 10 year strategic objectives) to deliver value to 1 billion end customers, empower 10 thousand businesses and build 1 thousand leaders.

In Seamfix, we are extremely aware that there are endless possibilities if we can be one united people that speak the same creative language, create with the same image or picture of success and work towards the same end goal hence, we are looking for one who is a team player, who will resonate deeply with our vision, speaks the same creative language and desires same or even bigger impact.

We help organizations to acquire and service a lot of customers digitally by seamlessly automating their onboarding and service delivery processes, so that they can be more productive, make their customers happy and boost their revenues. Our identity and essence is solving problems in a very seamless manner in line with our name; Seamfix is coined from *Seamless fixing* of problems.

RESPONSIBILITIES

- Identify and pursue new business opportunities through market research, prospecting, and lead generation activities.
- Build and maintain a strong pipeline of potential clients by effectively managing and nurturing leads.
- Conduct sales presentations and demonstrations to showcase the features and benefits of our products and services.
- Develop and maintain strong relationships with clients, understanding their needs and providing customized solutions to meet their requirements.
- Negotiate and close sales deals, ensuring profitability and customer satisfaction.
- Collaborate with cross-functional teams, including marketing, product development, and customer support, to ensure a seamless customer journey and exceed customer expectations.
- Stay updated with industry trends, market conditions, and competitor activities to identify new selling opportunities and stay ahead of the competition.
- Prepare sales reports, forecasts, and updates, providing insights and recommendations for the improvement of sales.
- Attend industry events, trade shows, and conferences to network, promote our products/services, and expand brand visibility.
- Continuously develop product knowledge and sales skills through training programs and self-study to enhance performance and contribute to personal and professional growth.

PII DATA PROCESSOR RESPONSIBILITIES

- Design, create, and implement IT processes and systems that would enable the data controller to gather personal data.
- Use tools and strategies to gather personal data.
- Implement security measures that would safeguard personal data.
- Store personal data gathered by the data controller.
- Transfer PII data from the data controller to another organization and vice versa.

REQUIREMENTS

- Bachelor's/Master's Degree in Business Administration or a related field.
- Proven experience in sales, preferably in the technology industry.
- Strong sales and negotiation skills, with a track record of achieving and exceeding sales targets.
- Excellent communication and interpersonal skills, with the ability to build rapport and establish long-term relationships with clients.
- Self-motivated and target-driven, with the ability to work independently and as part of a team.
- Ability to thrive in a fast-paced and dynamic work environment.
- Strong problem-solving skills and ability to think strategically.

- Proficiency in using CRM software and other sales tools.
- Willingness to travel as required.
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills.
- Good verbal and written communication skills
- Self-driven, decisive and dogged
- Be aware of company's viability and factoring company's viability into pricing and revenue generation.
- Understand technology and market trends and future best practice in cash management solutions to meet business needs.
- Be well versed on industry trend, competition and how they affect company's business.
- Ability to influence market direction within the sector of company's product.
- Ability to speak with confidence about price of product; effort to always increase margin of sales; abreast of negotiation skills and confidence to apply them; apply indirect strategies and trade-offs; ability to sway and influence.
- Understanding company's strengths and weaknesses as compared to competitors; understand industry and market trends affecting the company's competitiveness; has a good understanding of competitive products and services within the marketplace.
- Willing to make decisions in difficult or ambiguous situations.
- Technology savvy and able to use sales software for implementation of sales processes.

ESSENTIAL COMPETENCIES & ATTRIBUTES

- Strong ability to manage internal and external stakeholders/clients
- Excellence driven
- Strong ownership mind-set
- Excellent leadership skill
- Impeccable integrity
- Critical thinking and agile problem-solving capabilities
- Dynamic and active
- Possess a can-do mind-set
- Good attention to details
- Collaboration skills
- Continuous improvement and learning mind-set