

Job Title	Senior Sales Leader
Department	Sales
Location	Lagos
Reporting to	Chief Operating Officer
Role Summary	Seamfix Limited is seeking for an experienced and results-oriented Sales Leader who will successfully lead and manage one of our sales team. As a Senior Sales Leader, you will be responsible for implementing strategic business plan, identify new market opportunities, build relationships with potential clients, and achieve 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

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands the company's customer base and ensures its strong presence.
- Own and manage recruitment, objectives setting, coaching, and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue, and expenses reports and realistic forecasts to the management team or internal stakeholders.
- Achieve agreed upon sales targets and outcomes within schedule; coordinate discussions with stakeholders and decision-makers; achieve shorter sales closure cycle.
- Establish, develop, and maintain positive business and customer relationships; visit potential customers for new business; follow up to resolve customer problems and complaints to maximize satisfaction.
- Analyze market data and identify market niches for the company's business.
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors.

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.
- 7 years of experience and above as a Sales Manager.
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Committed to continuous education through workshops, seminars, and conferences.
- Demonstrated ability to communicate, present, and influence credibly and effectively at all levels of the organization.
- Proven ability to drive the sales process from plan to close.
- 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 the company's viability and factor company's viability into pricing and revenue

generation.

- Understand technology and market trends and future best practices in cash management solutions to meet business needs.
- Be well-versed on industry trends, competition, and how they affect the company's business.
- Ability to influence market direction within the sector of the company's product.
- Ability to speak with confidence about the price of a product; an effort to always increase the margin of sales; abreast of negotiation skills and confidence to apply them; apply indirect strategies and trade-offs; ability to sway and influence.
- Understanding the company's strengths and weaknesses as compared to competitors; understanding 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 the 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