

## Enterprise Business Manager - Accra, Ghana

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Company: eRecruiter

Location: Accra

Category: other-general

Our client is a leading distributor of technology, services, and lifestyle products in Sub-Saharan Africa. They currently have an opening for an enterprise business manager to be based in Accra, Ghana. As an Enterprise Business Manager, you will play a pivotal role in overseeing and managing the Enterprise businesses operations within your designated territory or division. The Enterprise Business cuts across Dell, HPE, Cisco etc. We do not expect that the candidate will have expertise across all the businesses, but the candidate must have competencies/certifications in one or two businesses within the Enterprise space. Your primary responsibility will be to drive revenue growth, enhance customer satisfaction, and foster strong business relationships with clients. You will work closely with cross-functional teams to develop and implement strategies that align with the business objectives. Responsibilities:

**Strategic Planning:** Develop and implement strategic plans to achieve sales targets and business objectives. Identify market trends, competitor activities, and emerging opportunities to inform strategic decision-making. **Sales Management:** Lead a team of sales professionals to achieve sales targets and revenue goals. Provide guidance, coaching, and support to sales team members to optimize their performance. Monitor sales metrics and KPIs to track progress and identify areas for improvement. **Customer Relationship Management:** Build and maintain strong relationships with key clients and partners. Understand customer needs and requirements to provide tailored solutions and ensure high levels of customer satisfaction. Address customer inquiries, concerns, and escalations in a timely and professional manner. **Business Development:** Identify new business opportunities and develop strategies to expand customer base. Collaborate with marketing and product teams to develop

marketing campaigns and product offerings that resonate with target customers. Attend industry events, conferences, and networking opportunities to promote products and services. Financial Management: Manage budgets, forecasts, and financial performance within the assigned territory or division. Monitor expenses, revenue, and profitability to ensure alignment with business objectives. Implement cost-saving initiatives and process improvements to optimize financial performance. Cross-functional Collaboration: Collaborate with internal teams such as marketing, finance, operations, and product management to ensure alignment and coordination of efforts. Communicate effectively with stakeholders to provide updates, share insights, and address challenges. Requirements: Bachelor's degree in business administration, marketing, or a related field. MBA preferred. Proven experience in sales management, preferably in the technology industry & with particular reference to the Enterprise space. Strong leadership skills with the ability to motivate and inspire teams. Excellent communication, negotiation, and interpersonal skills. Strategic thinker with the ability to develop and execute business plans. Results-oriented with a track record of achieving sales targets and driving revenue growth. Analytical mindset with the ability to interpret data and make informed decisions. Ability to thrive in a fast-paced, dynamic environment and adapt to change. Knowledge of Enterprise products, services, and industry trends is a plus.

B.Sc MarketingEnterprise

Minimum 3 Years

Sales management

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