



# Job Description

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Job Title	Job Location	Category
Sales Manager - Uganda	Kampala	-
Job Type	Job level	Industry
Full Time	Manager	Fintech

## Open to Expatriates

Open to Expatriates & Local Nationals

## Minimum Requirements

Min Budget	Max Budget	Primary Industry
-	-	Fintech: 5 Years
Secondary Industry	Primary Category	Secondary Category
-	-	-
Certificate	Qualification	
-	-	

## Summary

We are seeking for a proactive and results-driven Sales Manager who will play a crucial role in driving revenue and growth in the organisation. This role is pivotal in fostering team collaboration, aligning efforts towards company goals, and adapting to industry trends and challenges. The role involves collaborating with internal teams, such as marketing, finance, and operations, to streamline sales processes and achieve revenue targets. Key stakeholders for this position include the executive management team, sales staff, existing and potential clients, and external partners such as vendors and regulatory bodies. Success in this role is measured by meeting sales targets, client satisfaction levels, revenue growth, and adherence to key performance indicators (KPIs) like conversion rates, customer retention and market share.

## Responsibilities

- Project Planning and Execution: Planning and executing sales projects, setting targets and monitoring progress to ensure timely delivery and achievement of goals.
- Problem-Solving and Decision-Making: Addressing client issues, market challenges and internal bottlenecks by making informed decisions to drive sales performance.
- Collaboration with Cross-Functional Teams: Working closely with various departments to align strategies, share insights and optimize processes for enhanced sales outcomes.
- Leadership and Mentorship: Providing guidance, support and mentorship to sales teams to enhance their skills, motivation and overall performance.
- Process Improvement and Innovation: Identifying opportunities for process enhancements, implementing innovative sales techniques and staying ahead of industry trends.
- Technical or Customer-Facing Responsibilities: Engaging with clients, understanding their needs and utilizing technical tools to enhance the sales process and customer experience.

## Education & Qualifications

- Bachelor's degree in Business Administration, Marketing, Finance, or related field.
- Must be Ugandan citizen.
- Advanced certifications in sales management, leadership training programs or relevant professional development courses.

## Requirements

- 5+ years of experience in sales management, preferably in the fintech or banking industry.

## Characteristics

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- Technical Skills: Proficiency in CRM software, data analysis tools, sales automation platforms, and Microsoft Office Suite.
- Soft Skills: Strong communication, negotiation, leadership, problem-solving, and decision-making skills.
- Industry Knowledge: In-depth understanding of fintech or banking products, regulatory requirements, and market dynamics.
- Familiarity with AI tools for sales forecasting, automation technologies and emerging trends in the fintech, financial or banking sector.
- Demonstrated success in scaling sales operations, expanding into global markets, or driving process improvements.
- Participation in industry conferences, speaking engagements, or published works showcasing expertise in sales strategies.

## Driving Licence

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Not Required

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