



WE ARE HIRING

KEY ACCOUNT MANAGER

Job Location: Lagos/Flexible

Reporting to: Business Development Manager

Position Description

As the Key Account Manager, you will be part of the fast-growing Partnerships team which is focused exclusively on developing partner markets within the country and you will report to the Business Development Manager, Nigeria. Your overarching goals will be (1) to reinforce the relationships and operations between d.light and its existing strategic partners in Nigeria, and (2) to source, launch, and manage new strategic business partnerships.

R&Rs

- Client Management – Collaborate side-by-side with existing d.light partners in order to streamline their operations and support the growth of their businesses
- New Business Development – Develop rank-ordered, value-based pipelines of strategic partnerships, and then close deals in order to deepen d.light's presence in the region and measurably accelerate partner growth
- Strategy and Incubation – Liaise with existing partners and other regional stakeholders in order to serve as d.light's regional voice for hardware and software roadmap planning. Work closely with d.light's Product, Marketing, and Software teams to analyze new potential features and functionalities for d.light's software and portfolio of solar lanterns, home systems, and appliances.
- Research and Analysis – Work closely with business clients and industry stakeholders to develop relevant market research and collect competitive intelligence to support Senior Leadership in decision making at the Regional and Global levels.
- Marketing Support – Work with the Director of Marketing and partners to develop joint-marketing campaigns of the d.light brand to increase brand awareness in the region.
- Country Sales Agent Management – Recruit and manage country-level sales agents once the business has scaled to a sufficient level in that market to support the expense.

KPIs

- Sales target in the region.
- Strategic and tactical plans to build a business pipeline of opportunities that are intended to lead to the achievement of revenue objectives.
- Growth of market share in the designated region.
- Zero churn of existing clients.
- d.light brand positioning to be among the top 3 in the designated region.

Desired Skills and Experience

- 5-8 years' experience in sales, business development and/or strategy consulting with demonstrated experience operating in emerging markets.
- Bachelor's degree in sales, marketing or business-related field. Graduate degree in a related field is desirable.
- Self-starter with a strong mindset for continuous improvement, autonomy and comfort working in unfamiliar business environments within a decentralized team.
- Experience and demonstrated success in closing deals.
- Experience working directly with B2B clients and senior internal teams to develop and execute go- to-market strategies for large organizations or start-ups in emerging market contexts.
- Experience in working with a cross-culture team and a fast-paced environment, preferably in the Fast Moving & Consumer/Electronics Goods or Telcom sector or in a sales organization
- Ability to understand business goals and recommend new approaches, policies and procedures to effect continual improvements in business objectives, productivity.
- Superior verbal and written communication skills with an emphasis on tact and diplomacy
- Business driven, people focused, with exceptional influencing skills; Excellent organizational, multi- tasking, presentation and time-management skills
- Passion for social enterprise, development of people and environmental benefits

How to apply

- Submit CV in PDF format with the Job Title as the subject of the email to recruitment.nigeria@dlight.com
- Application deadline: 16th December, 2019.