



1 in 4 people do not have access to electricity

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.

- Job Title:** BD & SALES ASSOCIATE: FRANCOPHONE AFRICA
- Location:** Flexible, within the Region
- Reporting to:** Partnerships Director – Africa
- Remuneration:** Competitive monthly salary + % commission on sales + annual bonus linked to team and company performance
- To apply:** Please fill in this [application form](#)

Background

d.light is the leading off-grid solar company in sub-Saharan Africa, focused on the manufacture and distribution of high quality solar lanterns, solar home systems and solar compatible appliances. Broadly speaking, d.light operates in two types of markets: vertically integrated markets where d.light sells products directly to end-consumers (e.g. Kenya), and partner markets where d.light works with strategic local partners able to manage the import, sale, and after-sales services necessary to support off-grid communities with the full range of d.light products.

Position Description

As the Business Development & Sales Associate for Francophone Africa, you will be part of the d.light Global Partnerships team, which focuses on identifying and managing product distribution partners. You will report to the Partnerships Director - Africa. Your territory is vast and extremely dynamic, with more than 375M people living across 20+ countries. Your overarching goals will be to (1) identify and onboard new strategic partners, particularly interested in procuring and distributing solar lanterns, (2) assist with the management of existing partners, particularly in relation to written and verbal communication in the French language.

Roles & Responsibilities

- **New Business Development/Sales** – Identify, approach and close deals with organisations that are interested in, and have the capacity for, mass purchase and distribution of high-quality solar lanterns: deepening d.light’s presence in the region
- **Client Management** – Provide product training for new customers, and assist existing d.light partners in improving operational efficiency such that they are better able to scale up
- **Research and Analysis** – Work with clients and industry stakeholders to develop relevant market research and collect competitive intelligence to support Senior Leadership in decision making
- **Country Sales Agent Management** – Recruit and manage country-level commission-based agents to source additional bulk orders
- **Operations** – coordinate with Sales Support Manager in China to arrange invoicing and logistics



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KPIs

- Achievement of revenue targets for the region
- Onboarding of new strategic partners in a number of countries
- Assistance to line manager and existing partners in the French language
- Development of a pipeline of opportunities that will lead to a growth of market share

Required Skills & Experience

- Fluency in French and English
- 3+ years of relevant professional experience in emerging markets
- Proven B2B sales experience and love for the sales process and closing deals
- Ambitious self-starter, highly self-motivated to reach targets or exceed expectations. Fully autonomous and comfortable working in unfamiliar business environments with little supervision
- Superior verbal and written communication skills, with an ability to build rapport effortlessly
- Fully proficient in Microsoft Office package and Google suite
- Willingness and ability to travel up to 50% of the time

Desired Profile

- Excellent existing network with relevant stakeholders in key Francophone markets
- Bachelor's and/or Master's degree in sales, marketing or business related field
- Business driven, people focused, with exceptional influencing skills
- Excellent organizational, multi-tasking and time-management skills
- Passion for social enterprise, the environment and development more broadly
- Experience working with a cross-cultural team
- Ability to understand business goals and recommend new approaches, policies and procedures to improve efficiency in achieving business objectives

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