

## CAREER ADVANCEMENT OPPORTUNITY

**Posted:**  
28/09/ 2009  
**Location:**  
Kenya  
**Employment contract:**  
Full time employee  
**Industry:**  
ICT  
**Manages others:**  
Not an immediate need  
**Job Type:**  
Business Development  
**Required Travel:**  
Yes  
**Closing date:**  
06/10/2009



**Resource Associates Ltd.**

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### Opportunity to Excel in ICT Career – TERRITORY MANAGER

Our client, an international market leader in the manufacture and distribution of ICT equipment and provider of information technology integration and support services, seeks to recruit an individual based in Nairobi to fill the following post:

**Position Description:** Territory manager, Eastern Africa; Kenya, Uganda, Tanzania, Rwanda, Ethiopia & Eritrea.

Reporting to the Regional Manager based in South Africa and will be responsible for developing and executing on an aggressive business development and customer retention campaign and steer the development, planning and implementation of distribution channel strategies in order to effectively and efficiently grow the organisations market share in the region.

#### **Key Responsibilities**

- Develop, manage and maintain new and existing relationships and delivering on aggressive sales objectives
- Developing and executing a strategy to work and grow tier-2 business partners in Eastern Africa
- Establish and maintain strong working relationships with distributors and resellers in Eastern Africa
- Forecast and planning of orders to ensure quarterly targets are met
- Planning and controlling marketing events in Eastern Africa
- Respond to RFP's / Tenders
- Perform all bid related activities to ensure prices can be submitted on time
- Regular updating of Customer/corporate Relationship Management systems within the pipeline

#### **Requirements for appointment**

- First degree in Computer Science / Information Technology or relevant field, MBA would be an added advantage

#### **Our Vision**

Emerge as the hub for people powered networks in Africa.

- Possession of relevant professional qualifications eg. Microsoft Certified Systems Engineer MCSE, Cisco Certified Network Administrator CCNA
- Minimum 8 to 10 years of successful technology (PC/Hardware industry) sales is required
- Account management experience with an impressive track record
- Previous management of sales professionals in a territory is an added advantage
- An entrepreneurial drive and self starter with the discipline to work with little supervision
- Must have strong interpersonal, communications and presentation skills, demonstrated team building, leadership and the ability to manage multiple complex sales engagements
- Superior Customer Retention / Development / Acquisition skills are necessary
- Strong knowledge of and established relationships with Enterprise accounts in the region
- Solid financial acumen and creative thinking

The candidate must have the ability to work effectively in a highly matrixed organization. The position will be based in Kenya with a 50% travel requirement.

If you are the one we are looking for, kindly send your cover letter with detailed resume' stating your current position, remuneration and contacts, as **ONE** document to [recruit@resourceassociates.co.ke](mailto:recruit@resourceassociates.co.ke) on or before **6<sup>th</sup> October 2009** Only the candidates who qualify will be contacted.