

JOB PROFILE

SALES MANAGER EAST AFRICA

LendXS is looking for a sales manager, to be based in Nairobi, Kenya.

About the company

LendXS (www.lendxs.com) is a provider of fintech services to rural financial institutions in emerging markets. The company was founded in 2019 by Financial Access Consulting Services (FACS), the ex-ING Bank emerging markets financial sector advisory business. Using its extensive data-driven risk analytics, operational banking experience and agrifinance expertise FACS develops less risky, scalable and sustainable rural financing models and investment propositions for investors in the agriculture sector. FACS is based in The Netherlands and has operations in Kenya, Uganda, Ghana , Cote d'Ivoire and Indonesia.

The LendXS services include digital data collection, credit workflow management and credit scoring tools, which enable banks, microfinance institutions and other rural lenders to provide financing at lower cost, reduced risk and with greater impact.

Job description

LendXS is expanding its operations in Africa and is looking to strengthen our Nairobi-based East Africa team with an enthusiastic and experienced sales manager, who will be responsible for the following activities:

- Sales management:
 - Develop the East Africa sales plan for LendXS, based on agreed sales targets;
 - Develop a sales funnel and manage the end-to-end sales process, which includes the identification of prospects and to develop these into new and happy clients for LendXS;
 - Initiate and execute up- and cross-selling activities for LendXS and between FACS and LendXS;
 - Develop weekly sales activity plan, track sales activity and report these in the sales funnel and internal reports/MIS;
 - Prepare high-quality LendXS sales presentations which address the identified client needs, visit prospective clients, present demo's, actively follow-up and lead all business development activities for LendXS;
 - Draft proposals, negotiate contract terms or execute LendXS client contracts;
- Networking and others (30%):
 - Maintain strong relationship with business partners, which includes grant funders, technology partners and relevant sector associations;

- Initiate and participate in the organization of sales events, webinars, conferences, and other sales-related initiatives and actively publicize these on social media and other means;
- Be actively engaged in after sales process and maintain close contact with LendXS technical implementation and client service managers to ensure ongoing client satisfaction and quality assurance (QA);
- Other (20%):
 - Provide key input on the LendXS Business Plan and Product Development Roadmap.
 - Participate in LendXS business development and other internal meetings;
 - Actively follow relevant sector trends, developments and activities of competitors;
 - Support marketing and branding activities, including the development of marketing materials and organizing business development initiatives. and branding in close cooperation with the LendXS marketing department.

Qualifications and experience

- MBA or Master's Degree in Economics or Information Technology.
- 5-7 years of work experience in business development in the professional services sector; experience with sales of fintech or other IT platforms strongly preferred;
- Experience with consultative selling and proven, successful track record in sales;
- Work experience in Africa and affinity with the financial sector;
- Strong analytical and presentation skills;
- Teamplayer with excellent interpersonal skills;
- Fluency in English;
- Flexible, energetic, hands-on and self-motivated.
- Willingness to travel.

The offer

- Market-based compensation package with performance-based upside;
- Stimulating, dynamic and international work environment in a growing sector;
- Opportunities for personal development and international career advancement.

If interested, please send your CV and motivation letter in English to: info@lendxs.com