



## **Sales Manager, Nairobi, Kenya**

### **About This Job**

GeoPoll is the largest mobile survey platform in emerging markets, with a database of over 200 million users in Africa and Asia. We're looking for someone who will work closely with the Chief Revenue Officer to ensure the sales team meets all monthly, quarterly, and annual targeted sales goals. The ideal candidate will be an efficient self-starter who is excited to work within a fast-growing technology company.

### **About GeoPoll**

GeoPoll is a growing company of over 60 passionate, smart people from around the world. We leverage the mobile phone to track media ratings, brand health, and key performance indicators for clients including local and international media houses and brands, research agencies, and NGOs. If you share this passion, and you have a track record in ad sales, research sales, or other commission-based sales, we want you to consider making GeoPoll your next home.

### **Your Responsibilities:**

- Work to ensure Chief Revenue Officer has up-to-date information on all sales activities and follow up with individual sales representatives to ensure they are
- Record the progress of all sales activities and translate into a monthly report, including source of business, business trends, pipeline conversion rates, future predicted sales
- Maintain a detailed and up to date data base of each sales executive's portfolio and target achievement for commission computation
- Distribute incoming sales and ensure all enquiries are adequately addressed
- Compile weekly overview sheets to all sales executives addressing any areas of concern and work together to close clients
- Consolidate and review all proposals, presentations and quotations to ensure highest quality
- Help sales representatives improve their productivity and spend more time selling. Ensure that representatives have sufficient sales support materials, such as brochures or case studies.
- Provide input and ideas into sales initiatives and subsequently promote these initiatives and monitor responses
- Prepare and follow up on any sales quotations made for clients, negotiating terms with the client at a cost best suited for them.
- Maintain and develop contact with potential clients attendance at networking events

### **Your Background**

- At least 2 years professional experience with at least 1 year working in ad sales, software sales, research sales, or another sales position.
- Experience working with research agencies, brands, or media stations strongly preferred.
- A strong self-starter with the ability to work independently and as part of a team.
- Excellent attention to detail and organizational skills with the ability to follow through and execute on tasks in a pro-active, timely manner.
- Excellent verbal and written communication skills.
- Experience with MS Word, PowerPoint, Excel required.

### **To Apply**

Please send a cover letter and resume to [jobs@geopoll.com](mailto:jobs@geopoll.com) with the position name in the subject.