



Business Development Lead- West Africa

Mobile Accord is one of the world's leading mobile solutions companies. Headquartered in Denver, CO, Mobile Accord operates mobile services in North America, Central Asia, and Africa connecting billions of people to multi-national corporations, aid organizations, and governments through their mobile phone with its GeoPoll services.

GeoPoll is a mobile polling platform that empowers organizations to conduct surveys through the mobile phone. GeoPoll is deployed in countries in Africa and Central Asia. The service gives organizations access to GeoPoll's proprietary user database which allows organizations to survey millions of people targeted by location and demographics. GeoPoll allows close to real time surveying, at no cost to the survey respondent, providing organizations the information they need, when they need it.

Mobile Accord is changing the world. We seek smart, dedicated, and passionate individuals to join our team, and help us improve the lives of citizens around the world through the mobile phone.

About This Job

We're looking for someone to dedicate themselves to helping us identify and sell to new clients and maintain positive, ongoing relationships with them. The ideal candidate will be an efficient self-starter capable of creating and executing a sales pipeline who is excited to work within a fast-growing technology company.

Responsibilities

- Work to ensure the Vice President of Commercial sales has up-to-date information on all sales activities and follow up with individual sales representatives in the region to ensure they are meeting their sales targets
- Support the West Africa team to ensure the set regional targets are met
- 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
- Support business development initiatives that are consistent with company strategy
- Active outreach to targeted client accounts to sell, upsell and maintain positive relationships.
- Prepare and submit sales proposals, pricing and service agreements for both custom GeoPoll surveys and GeoPoll data products including Kantar-GeoPoll Media Measurement
- Liaise with internal teams to transition contracted work to operations, finance, and client services teams
- Monitor competition by gathering current market place information.
- Conduct timely and accurate reporting of leads, proposals, etc., to monitor goals against actual results
- 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 in the region

Qualifications

- At least 5 years professional experience with at least 2 years leading a team in ad sales, software sales, or research sales.
- 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.

About GeoPoll and Mobile Accord

GeoPoll is the world's largest real-time mobile survey platform, reaching a growing network of more than 320 million users in 30 countries worldwide on a deeply granular level and at unprecedented scale. Through partnerships with telecom providers and a multimodal platform powered by text, voice and web-based communications, GeoPoll enables companies and organizations to gather quick, accurate and in-depth insights on anything from consumer preferences to election transparency and access to basic government services. GeoPoll is powered by U.S. small business Mobile Accord, the creators of the mGive mobile donation platform and experts in powering mobile insights across the globe.

To apply send a cover letter and resume to jobs@geopoll.com with the position name and country in the subject line. E.g. : “Business Development Lead – West Africa”