



1st AFRICAN PUBLISHER OF BANK MANAGEMENT SOFTWARE

Job offer

With a view to strengthening our sales and marketing team, **we are recruiting two (02) sales representatives M/F** on a permanent contract.

MISSION

Reporting to the Sales Department, the Sales Manager is responsible for:

- Promote products and develop customers through prospecting actions in order to achieve sales objectives;
- Ensure the complete sales cycle: act from the prospecting of the customer to the signing of the contract;
- Build customer loyalty by ensuring that their expectations are met;
- Negotiate on the price, quality and deadlines of the solutions to be delivered.

NB: the place of work is Lomé, in the company's premises, with travel to be expected in the WAEMU zone and elsewhere.

PROFILE

Qualification

- Bac+4/5 in a recognized commercial training;
- **A minimum** of three (3) years of experience in banking
- A good knowledge of the functioning of the various professions of the banking activity would be an asset.

Know-how

- Know how to set up, monitor and optimize budgets;
- Be a good user of the Microsoft Office package;
- Be a skilled negotiator;
- Oral fluency and writing skills.

Qualities sought

- You are proactive and you want to be heavily involved in the development of a company in the midst of a growth phase;
- You are passionate about the world of banking;
- You are creative, and you have good interpersonal skills, and good listening skills,
- You know how to work in a team;
- You are organized and autonomous.



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TO APPLY

Send us your application file including at least your CV and a cover letter with your salary expectations to recrutement@cergibs.com

NB: Deadline for receipt of applications: February 23, 2024 at 6:30 p.m.