



Job Description – Sales Executive (Networking Solutions)

Job Title: Sales Executive – Networking

Location: Kampala – Uganda

Department: Sales / Business Development

Reports To: Sales Manager / Head of Sales

Job Summary

We are seeking a dynamic and results-driven Sales Executive – Networking to drive sales of enterprise networking and IT infrastructure solutions. The role involves identifying new business opportunities, engaging with clients, and working with OEMs/distributors to deliver the right solutions. The ideal candidate will have prior experience in selling networking solutions (switches, firewalls, Wi-Fi, servers, storage, cloud, and security) to enterprise and SMB customers.

Key Responsibilities

- **Business Development:** Identify and develop new business opportunities in enterprise networking, IT hardware, and infrastructure solutions.
- **Client Engagement:** Build and maintain strong client relationships, understand customer requirements, and position solutions effectively.
- **Sales Achievement:** Drive revenue growth by meeting or exceeding monthly, quarterly, and annual sales targets.
- **Solution Selling:** Present networking solutions (LAN/WAN, security, wireless, data center, cloud, etc.) aligned to client needs.
- **Vendor Collaboration:** Work closely with OEMs and distributors (Cisco, HP, Dell, Fortinet, Sophos, etc.) for pricing, technical support, and solution building.
- **Proposal & Quotation Management:** Prepare quotations, RFP/RFQ responses, and techno-commercial proposals with backend support teams.
- **Market Intelligence:** Stay updated on IT trends, networking products, competitor activities, and pricing.
- **CRM & Reporting:** Update pipeline, sales forecasts, and prepare regular reports for management review.
- **Team Collaboration:** Coordinate with presales, backend sales support, and technical teams to ensure successful deal closure.

Key Skills & Competencies

- Strong knowledge of **networking products, IT hardware, and security solutions**.
- Excellent communication, negotiation, and presentation skills.
- Proven ability to build client relationships and close sales deals.
- Goal-oriented, self-motivated, and proactive approach.
- Proficiency in MS Office and CRM tools.
- Ability to understand and explain technical concepts to business clients.

Qualifications & Experience

- Bachelor's degree in business, IT, Electronics, or related field.
- **3–5 years of sales experience** in IT networking, enterprise solutions, or technology hardware industry.
- Prior experience in handling OEMs like Cisco, HP, Dell, Fortinet, Sophos, etc. preferred.
- Exposure to handling enterprise accounts, SMB clients, or government tenders is an advantage.

Working Hours

Monday to Friday: 8:30 AM – 5:30 PM

Saturday: 8:30 AM – 1:30 PM