Job Title: Sales Manager – Networking

Location: Kampala, Uganda
Department: Sales
Reports To: Head of Sales

Job Summary:
The Sales Manager - Networking - will be responsible for driving the sales of networking products and solutions, including hardware, software, and services, within the IT hardware and networking industry. This role involves developing and executing sales strategies, managing customer relationships, identifying new business opportunities, and leading the sales team to meet and exceed targets. The Sales Manager will play a key role in expanding the company's market presence in networking solutions, fostering relationships with clients, and ensuring that sales objectives are consistently achieved.

Key Responsibilities:

Sales Strategy & Planning:
- **Sales Planning**: Develop and implement sales strategies for networking solutions, including hardware and software offerings such as routers, switches, firewalls, SD-WAN, and related infrastructure products.

- **Market Analysis**: Analyze market trends, customer needs, and competitive landscape to identify new sales opportunities, markets, and potential clients. Develop action plans to address identified market segments.

- **Sales Forecasting**: Create accurate sales forecasts and work with senior management to define sales targets, objectives, and KPIs. Monitor progress towards sales goals and adjust strategies as needed.

Business Development & Account Management:
- **Lead Generation**: Identify and qualify new business opportunities for networking solutions. Develop and maintain a robust sales pipeline by prospecting and establishing relationships with key decision-makers in target companies.

- **Customer Relationship Management**: Build and maintain strong relationships with existing and potential clients. Ensure ongoing customer satisfaction and create upsell and cross-sell opportunities within the customer base.

- **Client Presentations & Negotiations**: Present technical and business benefits of the company's networking products to clients. Conduct product demos, negotiate contracts, and close sales deals.

- **Key Account Management**: Manage a portfolio of key accounts, ensuring their needs are met and that solutions are effectively delivered. Maintain high levels of client retention and satisfaction.

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Team Leadership & Development:

- **Sales Team Leadership**: Lead, motivate, and manage the sales team, ensuring they have the tools, training, and support needed to succeed in selling networking solutions. Conduct regular sales meetings, performance reviews, and training sessions.

- **Collaboration**: Work closely with the marketing, pre-sales, technical, and product teams to align strategies and ensure smooth sales execution and customer delivery.

- **Coaching & Mentoring**: Provide guidance and mentorship to junior sales staff, helping them develop their skills and achieve their sales targets.

Sales Execution & Reporting:

- **Sales Execution**: Drive the sales process from lead generation through to deal closure, ensuring that all technical and financial aspects are aligned with customer expectations and company goals.

- **Sales Reporting**: Maintain accurate sales records, track performance, and report on sales activities, achievements, and forecasts to senior management. Use CRM systems to document sales interactions and manage opportunities.

- **Budget Management**: Ensure that sales activities are within the allocated budget and optimize sales processes to drive efficiency.

Market Intelligence & Product Knowledge:

- **Industry Trends**: Stay up to date with the latest trends and technologies in networking and IT hardware. Understand market requirements and the competitive landscape to position the company's products effectively.

- **Product Expertise**: Maintain in-depth knowledge of the company's networking solutions, as well as competitor products, to effectively address client needs and differentiate offerings.

- **Customer Feedback**: Collect feedback from clients to communicate market needs and product improvement suggestions to the product management team.

Required Skills & Qualifications:

- Bachelor's degree in business administration, Computer Science, Engineering, or a related field.

- 8+ years of experience in sales, with at least 3 years of experience in selling networking solutions and IT hardware.

- Strong knowledge of networking technologies (e.g., routers, switches, firewalls, SD-WAN, cloud networking) and IT hardware infrastructure.

- Proven track record of achieving sales targets and driving business growth in the IT hardware and networking industry.

- Excellent communication, negotiation, and interpersonal skills with the ability to engage with senior-level decision-makers and technical teams.

- Strong leadership skills with experience managing and motivating a sales team.

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- Proficiency with CRM software (e.g., Salesforce, HubSpot) and sales tools.

- Excellent problem-solving skills and the ability to adapt to a dynamic, fast-paced environment.

- Ability to build and maintain long-term relationships with clients.

Desired Competencies:

- **Customer-Focused**: Strong focus on understanding customer needs and providing tailored solutions.

- **Results-Driven**: Goal-oriented with a demonstrated ability to meet or exceed sales targets.

- **Technical Acumen**: Deep understanding of networking solutions and the ability to present and explain technical products to clients.

- **Leadership**: Ability to inspire and lead a team, ensuring a high level of performance and collaboration.

- **Strategic Thinking**: Ability to think critically and strategically to drive sales success and market growth.

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