

# OPTRON

## WEST AFRICA REGIONAL SALES MANAGER

Are you a dynamic and results-driven sales professional looking for an exciting opportunity in West Africa?

We are currently seeking a highly motivated Regional Sales Manager to join our team. This position offers extensive travel and will be based in either Ivory Coast, Burkina Faso, or Senegal.

### PURPOSE OF THE ROLE:

- Ultimately accountable for respective regional sales plans of existing products, technologies and solutions within specific portfolio.
- To maximise business growth and profitability for allocated region/s through the optimal selling of products/solutions built on credible customer relations and partnerships.

### DUTIES INCLUDE:

- Drive sales performance against set standards / targets.
- Offer quality solutions to meet customer needs by conducting proper research and addressing the customers pain points.
- Manage sales channels and partnerships, ensuring effective collaboration and optimal results
- Develop methods for growth and maintenance of customer base through actively identifying new sales and market opportunities within allocated region/s as well as keeping in contact with loyal/repeat customers.
- Ensure continuous development and maintenance of own product knowledge for sales excellence.
- Develop and maintain strong relationships with existing and potential clients in the mining industry.

### REQUIREMENTS OF THE ROLE:

#### **Qualifications / Experience:**

- Degree or diploma in Surveying or equivalent.
- Minimum of 3 years' experience having worked in the Mining Industry.

#### **Skills / Knowledge:**

- Must be fluent in French, both written and spoken, to effectively communicate with local clients.
- Must be proficient in English to engage with international partners and stakeholders.
- Self-motivated with a results-oriented mindset and the ability to work independently

- Advanced knowledge of related products & services.
- Excellent presentation and communication skills (verbal & non-verbal).
- Understanding of industry/ applications/ solutions/ customer requirements.
- Understanding of sales best practices.
- IT proficiency (Knowledge of CRM software & Microsoft office).
- Conceptual ability to analyse, interpret & offer customised solutions.
- Problem solving ability.

#### **Attitude /Approach:**

- Accountability/ Integrity in sales, expense & delegation issues.
- Reliability regarding services offered/ promised to customers.
- Valid unendorsed driver's license and own transport.
- Valid work permit or citizenship in country

#### **BENEFITS OF JOINING THE OPTRON TEAM:**

- Exciting opportunities for professional growth and career advancement.
- Make a significant impact on the mining industry and contribute to its sustainable development
- Access to world class training and the opportunity to grow your career across our diverse portfolio of technologies and disciplines.

#### **REMUNERATION PACKAGE:**

- Market related remuneration package, including benefits

If you are ready to take on the challenge and make your mark in the West Africa market, we would love to hear from you.

To apply for this position, please send you detailed CV to [hr@optron.com](mailto:hr@optron.com)

- [https://youtu.be/pOEpmr8\\_A3E](https://youtu.be/pOEpmr8_A3E)
- [https://youtu.be/Kbuoxq5S\\_M4](https://youtu.be/Kbuoxq5S_M4)