

Country Manager Kenya – Based Kenya Ref: [BTJ19003](#)

TBP has opened a new position in Nairobi, Kenya for a Country Manager. This is an all encompassing position requiring both a team oriented person who is equally able to operate alone and autonomously. TBP Country Managers research the market, meet and make sales presentations to prospective clients in order to bring new clients to the company. Careful attention and recording of the sales process is needed at all times, help, support, back up and guidance is available at all times.

Responsibilities

- Maintenance and development of a healthy and productive pipeline
- Research into and reporting of market changes such as new opportunities and developments in your market
- Working directly with the Chief Operations Officer in order to maximise success
- Regular contact with senior management of all clients

Experience

- A background in sales or business development from the distribution industry is highly valued
- A knowledge of and a love of technology is essential especially relating to payment systems, android applications and mobile technology
- A professional ability to follow a sales process from start to finish with proven results over the past three years or more
- Contacts at high level and the ability to make new ones is necessary to be successful in this position
- Overall a highly energetic and positive personality along with the professional attributes above will ensure success.

If this is the business development role you have been searching to find then we should talk; please email your CV and cover letter to tristram@thebusinessphone.com and include your LinkedIn, SKYPE, WhatsApp, Viber details