



## **JOB DESCRIPTION**

**Job Title:** Ghana Sales Manager

**Reports to:** General Manager and Group Business Development Director

**Main Purpose of Appointment:**

- This is a management position with responsibility for all Sales activities of the Company in Ghana. The Sales Manager will manage, supervise and coordinate all sales functions as per the below job description. You will seek to meet and exceed annual sales targets, achieving revenue growth by finding new customers, managing the sales team and helping to develop the Company's sales strategy.

**Functions of Appointment:**

- Manage and oversee all Sales of the Company's products (sawn timber, timber poles and posts, charcoal and biomass);
- Identify new markets and customers in Ghana, the wider West-African regional market and in the export market;
- Establish and maintain strong, long-lasting customer relationships with a range of customers in both the private and public sectors;
- Manage and oversee the recruitment, objective-setting, coaching and performance of a small team of sales agents;
- Assist in the setup and management of a series of sales points across Ghana;
- Achieve growth and hit sales targets by successfully managing and leading the sales team;
- Oversee the development of the Company's export logistics operations as necessary, ensuring exports occur in a timely and cost-efficient manner;
- Develop and manage the Company's Customer Database, ensuring all relevant information pertaining to customers, potential customers and sales leads is maintained and regularly updated;
- Present sales, revenue and expenses reports and realistic forecasts to the Company's management team.

**JOB HOLDER SPECIFICATION**

- A background in the timber industry is essential;
- Experience of the international timber export markets would be a distinct advantage;
- Experience of timber export logistics would also be a distinct advantage;
- Successful previous experience as a sales representative or sales manager or in a related field, meeting and exceeding targets;
- Strong business sense and industry experience;
- Excellent client communication and relationship management skills;
- Possess a valid driver's license with a clean driving record;
- Well-developed interpersonal and communication skills, both oral and written communications, sound presentation, analytical and computer skills;
- Motivated, with a strong work ethic.

**Remuneration:**

- Highly competitive salary;
- Significant commission arrangement on all sales.