Business Manager

Role Objective

The job holder will be responsible for growth and development of the IT Business, IT Technology and services solutions. These will range from various technologies such as (IBM, Cisco, Oracle, Dell, Checkpoint, Microsoft, Fortinet, Huawei, Commvault, Symantec, Veritas, RedHat, VMware, NetApp, other Cyber Security solutions and Cloud solutions

Knowledge & Skills Requirements

- Proven Knowledge of Sales Account Management, driving IT Service delivery business, sale of hardware and software which includes Compute, Storage, Networking and Security
- Should be experienced in driving sales along with channel partnerships of leading IT Principals.
- Should be experienced in System Integration which involves driving Technology products and solutions.
- Ability to demonstrate higher bandwidth of sales and business development of multiple Principals concurrently.
- Should be a great team player with proven Leadership skills in the previous roles.
- Must have experience in driving end-to-end business cycle from sales hunting to debt collection.
- Must have sound experience in Debtor Management of complete IT Sales.
- Must have a Technology foundation in qualification and experience to connect easily with Technology Presales, Service Delivery Engineers and Technology Influence.
- Must have some of the IT Industry (OEM) certifications for Sales & Pre-Sales of emerging technologies.
- Must be aware of contemporary IT technologies of the above listed Principals and the ability to independently position the same.
- Should be familiar with the Kenyan market.

Academic and Professional Qualifications

- Bachelor's Degree in Electronics/Electrical/IT/Computer Engineering or any associated discipline.
- A Minimum experience of 15 years exclusively in IT Sales & Service in OEMs or System Integrators.