

POSITION: Head of Sales (Government Accounts)

REPORTS TO: General Manager Enterprise Sales

OBJECTIVE OF THE POSITION

- To develop an Annual Sales Plan for the Government Accounts sector which will deliver targets for revenue and margins as set out in the BTC annual operating plan and budget.
- To develop and implement an aggressive Sales Strategy for Government Accounts to achieve/exceed targeted revenue as set out in the BTC annual operating plan and budget.
- To build and maintain strategic, profitable and lasting Customer relationships.
- To develop and implement robust sales procedures for Government Accounts.
- Ensure continuous improvement for service and human capital to meet set targets.
- To develop and implement a sales target list for Government Accounts

QUALIFICATION

- Degree in Business Administration or equivalent.

EXPERIENCE

- 9 years' sales experience in a successful company of an emerging market environment.
- 3 years' experience of fixed-mobile convergence strategies and/or the sale of bundled communications solutions.

LEGAL CERTIFICATION / PROFESSIONAL MEMBERSHIP

- Certified Inside Sales Professional (CISP).
- Membership of a relevant professional association will be an added advantage.