



## ROLE: SALES MANAGER

Powerstove designs and manufacture a made in Nigeria, 100% smokeless biomass cookstove that cook foods 5x faster, produces 65% less CO, generate micro off-grid electricity to charge phones or power LED bulbs using the built-in USB and DC port. Powerstove uses 70% less biomass and burns her processed proprietary water-resistant Goodlife Biomass Pellets produced from forest and agricultural waste.

Powerstove is the first clean cookstove to be fitted with IoT cloud-based remote system to monitor in real time a single day of cooking, the amount of Co2 and biomass saved, Black Carbon prevented and total electricity generated.

We are looking for a stellar Sales Manager to own and drive marketing and sales through a more enhanced and streamlined distribution strategy.

Role is based in Abuja.

Please send your resume to [r.eno@yahoo.com](mailto:r.eno@yahoo.com) copying [hello@powerstove.com.ng](mailto:hello@powerstove.com.ng) and tell us why you are the right candidate for the role.

## RESPONSIBILITIES

- Define, plan and execute all sales, marketing efforts and distribution channels
- Perform market research and identify new potential markets
- Build relationships, identify, reach out to and engage with potential distributors and other stakeholders such as logistic partners
- Develop training seminars for distributors
- Oversee budgeting and financial optimization to reach profitability targets
- Measure and report performance of all sales and marketing efforts and assess against goals (ROI, KPIs)
- Work closely with digital marketing manager to run effective online campaigns targeting potential customers
- Growth of the business. Execution is key. You will be responsible for user base growth and revenue targets.

## REQUIREMENTS

- Great communicator with at least 3-4 years of demonstrable experience in wholesale and retail
- High level of autonomy in planning and executing the actions leading to an increase the revenue
- BS/MS degree in marketing, business or related field
- An analytical mindset, with the ability to convert data into actions
- Highly creative with experience in identifying target audiences and devising marketing campaigns that engage, inform and motivate
- Strong interest and experience in the home appliances, FMCG and logistics sector is a strong plus
- Solid network and existing relationships in Nigeria food sector is a plus