

JOB PROFILE

SALES EXECUTIVE EAST AFRICA

LendXS is looking for a sales Executive, to be based in Kampala, Uganda.

About the company

LendXS (www.lendxs.com) is a provider of fintech services to rural financial institutions in emerging markets. The company was founded in 2019 by Financial Access Consulting Services (FACS), the ex-ING Bank emerging markets financial sector advisory business. Using its extensive data-driven risk analytics, operational banking experience and agrifinance expertise FACS develops less risky, scalable and sustainable rural financing models and investment propositions for investors in the agriculture sector. FACS is based in The Netherlands and has operations in Kenya, Uganda, Ghana, Cote d'Ivoire and Indonesia.

The LendXS services include digital data collection, credit workflow management and credit scoring tools, which enable banks, microfinance institutions and other rural lenders to provide financing at lower cost, reduced risk and with greater impact.

Job description

LendXS is expanding its operations in Africa and is looking to strengthen the East Africa team with an enthusiastic and experienced Sales Executive, who will be responsible for the following activities:

1. Create and maintain a healthy sales pipeline
2. Generate and qualify leads
3. Answer customer questions
4. Schedule sales activities and/or meeting whenever necessary
5. Make sales calls to new and existing clients
6. Respond to sales enquiries and queries on phone or electronically or in meetings
7. Timely report of sales activities to management through availed resources
8. Initiate and participate in the organization of sales events, webinars, conferences, and other sales-related initiatives and actively publicize these on social media and other means
9. Actively follow relevant sector trends, developments, and activities of competitors.
10. Support marketing and branding activities, including the development of marketing materials, and organizing business development initiatives

Qualifications and experience

1. Have a diploma in sales and marketing or equivalent.
2. Have sound experience in both sales and marketing
3. Good in report writing
4. Be a team player
5. Excellent in interpersonal, communication and customer service skills.

6. Strategic thinker and creative.
7. Knowledge, or proficiency in IT products and services is mandatory.

Skills:

1. Passion for sales and learning new technologies.
2. Quick learner.
3. Demonstrated success in sales follow up to closing opportunities.
4. Excellent customer relationship skills.
5. Be coachable.
6. Be persuasive.
7. Excellent verbal and written communicator.
8. Adaptable.

The offer

- Market-based compensation package with performance-based upside;
- Stimulating, dynamic and international work environment in a growing sector;
- Opportunities for personal development and international career advancement.

If interested, please send your CV and motivation letter in English to: info@lendxs.com