

# WE ARE HIRING!

We're looking for someone to join our team as a



## SALES LEAD

### Job Description:

As a Sales Lead at AIIP, you will be at the forefront of our business development initiatives. Your primary responsibility will be to lead the sales team, develop effective sales strategies, and cultivate relationships with potential clients and partners. You will play a vital role in achieving our revenue targets and expanding AIIP's market presence.

### Key Responsibilities:

- Develop and implement strategic sales plans to achieve revenue goals, expand customer base, and enhance AIIP's market position.
- Lead, mentor, and motivate the sales team, providing guidance and support to ensure high performance and sales success.
- Cultivate and maintain relationships with key clients, partners, and stakeholders, understanding their needs and promoting AIIP's services and opportunities.
- Conduct market research to identify business opportunities, monitor industry trends, and stay ahead of the competition.
- Prepare compelling sales presentations and proposals, effectively communicating AIIP's value proposition to potential clients.
- Negotiate contracts, terms, and pricing structures with clients, ensuring mutually beneficial agreements.
- Prepare regular sales reports, track progress against targets, and provide updates to the management team.

### Eligibility Requirements:

- Bachelor's degree in Business, Marketing, or related field. Master's degree is a plus.
- Proven experience as a Sales Lead or in a similar senior sales role, preferably in the real estate or industrial sector.
- Strong track record of achieving sales targets and driving revenue growth.
- Exceptional leadership, team management, and interpersonal skills.
- Excellent communication and negotiation abilities, both written and verbal.
- Strategic mindset, with the ability to analyze market trends and develop effective sales strategies.
- Proficient in sales management software and Microsoft Office Suite.
- Experience in industrial parks or real estate sales is highly desirable.

## TO APPLY

Send your Resume and Cover letter to:

[info@aiip.com.ng](mailto:info@aiip.com.ng)

Please include "Sales Lead Application - [Your Full Name]" in the email subject line.

The deadline for applications is December 15, 2023.

