



## **JOB DESCRIPTION — MANAGER, MARKETING & BUSINESS DEVELOPMENT** *Amarac, Nigeria*

Amarac is a global leader in information technology. We leverage technology to help businesses grow, communities thrive, and people prosper. Our culture is built on tenets that derive from the golden rule. A culture driven by people with different backgrounds and cultures, serving our clients with innovative solutions that solve their business problems, create stability, and drive growth.

**Amarac Technology Solutions Limited**, a subsidiary of **Amarac Technologies Incorporated**, with headquarters in the United States, consistently stands out in a competitive marketplace as an employer of knowledgeable, highly skilled, and competitive talent. We are a company that provides tailored IT solutions that enhance businesses and empower their employees. At the core, our job is to help remove obstacles that inhibit efficiency and productivity. As you consider the value of working for Amarac, we encourage you to remember that our dynamism, winning attitude, and strong performance will maximize your potential.

### Position Summary/Essential Duties and Responsibilities:

The Marketing Manager will be responsible for overseeing a team or teams of marketing professionals for a product line or multiple product lines. Duties will include relaying information between upper management and department employees regarding budgets and daily procedures, overseeing the implementation of marketing campaigns to promote Amarac's products and services, and hiring and training sales representatives and sales associates. The manager will report to the Director of Marketing and Business Development.

The Marketing Manager's responsibilities will include:

- Leading the marketing and promotion of Amarac products and services
- Overseeing the success of marketing initiatives
- Developing marketing strategies for new products
- Organizing promotional events and coordinating day-of deliveries and staffing
- Leading and training a team of Marketing Associates
- Reviewing current marketing campaigns for weaknesses and developing solutions within budget constraints
- Analyzing website click-to-purchase conversion rates and the effectiveness of promotions to determine what drives sales
- Identifying potential new markets and creating a plan to enter the market
- Partnering with product development and buying teams to estimate product demand

- Brainstorming fresh advertising ideas with senior management

Qualifications:

- Bachelor's or Master's degree experience
- Leadership experience in a strategic role
- 5+ years of experience managing sales and business development (preferred)
- Experience in a performance-driven ad metrics-based sales approach is a plus.
- Ability to produce results and willingness to be measured solely on those results
- Proficient with Microsoft productivity tools (Office applications, Teams, SharePoint, and Outlook)
- Strong organization skills and ability to manage competing priorities
- Strong analytical skills
- High degree of integrity; strong moral character
- Must be able to successfully pass a pre-employment drug/alcohol screen following a conditional offer of employment. A valid state motor vehicle operator's license with a clean driving record is required.

Interpersonal Skills:

- Must be self-motivated and goal-oriented
- Attention to detail and proven ability to follow through
- Strong analytical, organizational, and problem-solving capabilities
- Ability to work on multiple projects and priorities concurrently
- Requires minimal supervision and motivation
- Ability to work collaboratively on team-based projects
- Proven relationship-building skills and high energy level
- Excellent oral and written communication skills

Employment Type: Full-time

Benefits (minimum waiting period apply):

- National Health Insurance Program
- Employee Assistance Program
- Two Weeks Paid Time Off

Schedule:

- 8-hour shift (9 – 5 PM)

Work Location:

- Abuja, Nigeria

Eligibility Requirements:

- Interested candidates must be 18 years of age or older.
- Must be willing to submit to a background investigation; any offer of employment is conditioned upon the successful completion of a background investigation.
- Must have unrestricted work authorization to work in Nigeria. For employment opportunities in Nigeria, Amarc hires Nigerian citizens, permanent residents, asylees,

refugees, and temporary residents. Temporary residence does not include those with non-immigrant work authorization, such as students in practical training status. Exceptions to these requirements will be determined based on shortage of qualified candidates with a particular skill. Amarc will require proof of work authorization.

- Must be willing to execute Amarc's Employee Agreement or Confidentiality and Non-Disclosure Agreement which requires, among other things, post-employment obligations relating to non-solicitation, confidentiality, and non-disclosure

Amarac offers competitive salaries and some benefits, employee assistance program, career development, and training programs. *Amarac believes that all persons are entitled to equal employment opportunity and does not discriminate against nor favor any applicant because of race, sex, color, disability, national origin, religion, creed, age, marital status, citizenship, veteran status, gender, or any other protected class. Equal employment opportunity will be extended in all aspects of the employer-employee relationship, including, but not limited to, recruitment, hiring, training, promotion, transfer, demotion, compensation, benefits, layoff, and termination. In addition, Amarc will make reasonable accommodations to known physical or mental limitations of an otherwise qualified applicant with a disability, unless the accommodation would impose an undue hardship on the operation of our business.*

[Apply Now!](#)