



JOB DESCRIPTION — SALES REPRESENTATIVE

Amarac Nigeria

Amarac is a global leader in information technology. We leverage technology to help businesses grow, communities thrive, and people prosper. We live a culture built on tenets that derive from golden rule. A culture driven by people with different backgrounds and cultures, serving our clients with customized solutions that will 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 our dynamism, winning attitude, and strong performance will maximize your potential.

Position Summary/ Essential Duties and Responsibilities:

The Sales Representative is responsible for using knowledge of the company's products and services to connect with consumers and generate sales. He or she must possess the ability to network and build relationships with customers clients, persuade potential customers and clients to purchase products and services. Duties include:

- Developing sales pitches to sell products and services
- Making cold calls to sales leads, taking calls from prospective customers, and maintaining documentation
- Conducting account and contract reviews
- Keeping track of licensing and contract renewals
- Sending renewal notices and performing contract renewals
- Identify prospective customers, generate, and convert leads
- Contacting new and existing customers to identify and address needs
- Emphasize the features of products and services to highlight how they can solve customers' business problems
- Answering questions about the products and services
- Negotiating prices and terms and preparing sales agreements
- Collaborating with colleagues in different sales teams
- Maintaining contact lists and following up with customers to build and maintain strong relationships

Qualifications:

- Bachelor's degree experience
- 2+ years of experience sales
- 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)
- Attention to detail
- 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:

- National Health Insurance Program
- Dental insurance
- Vision insurance
- Employee assistance program
- Life insurance
- 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, Amarac 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. Amarac will require proof of work authorization
- Must be willing to execute Amarac'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, Amarac 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.*

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