

8 reasons to Join our team



Great Career Opportunity

We operate like a successful start up and always find new opportunities to grow and develop our expertise. Our employees love to take on new challenges and seek resources to advance their work and careers

1

We're Smart

With deep innovative talent, we succeed in solving complexed problem and developing innovative solutions. We have strong relationships with our clients and creatively solve new challenges

2

We Win

Everyone in the teams brings different skills and has a place for their work to shine and add value to the company. Our work environment encourages teamwork, collaborations and supports all employees to try new ideas

3

Remarkable Colleagues

We are team players and enjoy working together. We encourage fun activities and have a company fun day at least once a quarter and plan other fun company events to bring everyone together such as Spring day, Secret Santa, Wellness Day

4

Big Brand Clients

We work with 90% of the Fortune 500 to help them deliver strategic business value and concrete results

5

Learning Opportunities

Career development is important. We help you build your skill set by providing in-house training as well as support external training and development

6

Global Footprint

We provide opportunities to work with global clients and staff

7

Amazing Tools & Technology

We have a passion for continuous improvement. New languages, ideas, tools and technology tend to spread through our company fast. We welcome experimentation and encourage risk. This is how some of the best innovations are born.

Business Development Manager– Nigeria

We are currently seeking an adaptable, successful, and experienced Business Development Manager as we increase our market share in Nigeria. In this role, you will be responsible for the success of our expansion into this market, overseeing all aspects of the business. To succeed in this position, you need to be highly driven, have a passion for sales and a desire to build a business from the ground up.

Position: Business Development Manager - Nigeria
Reporting to: Head of Africa
Management level of role: This is a senior-management role
Working environment & travel: Exceptionally busy, team-orientated environment.

We sell HighBond by Galvanize. Galvanize, formerly ACL, provides integrated Governance, Risk & Compliance (GRC) software across all industries. Galvanize, through internal development and acquisitions, is now rated by [Forrester Research as a Leader among GRC platforms](#).

We are focused primarily on new software licenses (new ARR), customer renewals (renewal ARR) and as well as delivery of services and training.

Key deliverables

- Achieving New ARR target
- Achieving Renewal ARR target (with low customer and revenue churn)
- Manage every aspect of our newly expanding operation in-country
- Recruit the very best talent in this new market
- Conduct extensive research regarding the market and learn everything possible
- Collaborate with leadership to strategize how best to gain market share
- Synthesise monthly, quarterly, and annual reports on progress and development
- Network effectively with local clients and develop strong professional relationships
- Work to ensure deadlines are met and budgets are maintained
- Adapt the business model to be culturally relevant without losing its identity
- Mentor direct reports, especially regarding our values and vision
- Contribute to the overall global success of our company
- Guiding the sales resources (shared function) focused on Nigeria
- Further penetrating the market with our solutions
- Growing number of customers

Technical knowledge, skills & abilities

- Proven ability to manage a sales function
- Experience in managing a territory and taking holistic revenue responsibility
- Experience selling IT solutions with a software component
- Demonstrated track-record in over-achieving challenging targets
- High emotional maturity

Behavioural, soft competencies & skills

- Target-driven, dynamic, and confident, with a proven track record
- Process driven individual
- Well-spoken
- Ability to self-motivate
- Competitive by nature
- Exceptionally well organized and driven by success
- Ability to thrive in high-pressure situations

- Outstanding negotiating skills
- Analytical thinker with superior problem-solving skills
- Decisive and committed
- A natural leader who inspires and motivates those around them

Education & qualifications

- Senior Secondary Certificate of Education
- Degree or tertiary education preferred
- Master's degree, MBA - desirable

Details of experience

- Been successful in a role that has a high degree of new business
- Proven track record of managing a successful sales team
- Understand the sales cycle intimately
- Preferably sold IT solutions (software/hardware/solutions)
- Strong sales background of 10+ years of sales and sales leadership
- Must have sold software solutions for over 3 years
- Been successful in a role that has a high degree of new business
- Proven track record of personal leadership
- Understand the sales cycle intimately

What would make the applicant successful in the role?

- The candidate must have strong interpersonal skills
- High maturity required to fit in to the senior management culture
- Be self-motivated and a collaborative team player
- Should have an inherent desire to succeed
- Be DRIVEN.

