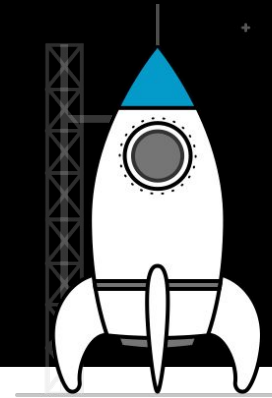


# Ready to board a tech rocket?

## Head of Sales

Based in Kampala  
Deadline 22Oct



### Mission

Our goal is to empower small business owners across Africa to grow their business and fulfil their dreams.



### Product

Sellio's marketing automation & customer service AI enables small businesses to run adverts on Facebook, post offers on different eCommerce platforms, and generate sales - all on autopilot.



### Team

We are a small group of diverse, capable, and dedicated individuals with a passion for tech and small business development. We take bets on people that are different and that want to create something big and meaningful.



### Partnerships

Sellio has recently entered a scaling partnership with Facebook and is in discussion with African eCommerce players to further enhance growth. We aim to hit 10'000 clients by end-2018.



### Requirements

- Min. 8 years of work experience covering similar responsibilities as outlined on the right
- Min. 5 years experience in a sales job
- Experience in selling technology products
- Track record of managing a sales force
- Serious long term commitment to Sellio
- High energy and highly organized
- Team-oriented and proactive working style
- Having lived and worked in SSA for many years. Ideally, a national of EAC
- Ideally, having sold to small businesses
- Ideally, experience in B2B startups
- Fluency in Luganda required



### Responsibilities

- Manage all sales related activities
- Maintain all client relations (incl. regular visits)
- Manage in-field sales-force & resellers
- Hiring of sales-force & independent resellers
- Identify and develop distribution partnerships
- Conduct client research as per PM needs
- Guide PM to incorporate feedback into product
- Analyse market trends and act accordingly
- Manage CRM



### Compensation

Competitive salary and success bonus



Apply by telling us why you are ready to board the rocket as Head of Sales at [rocket@sellio.ug](mailto:rocket@sellio.ug) (max. 100 words)