

# Nigeria Jobs Expertini®

## Sales and Operations Manager

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Company: OMG GROUP HOLDING LEBANON

Location: Nigeria

Category: other-general

OMG Group Holding is looking for a Sales/Operations Manager to manage overall sales and operations in various African countries( DRC, Zambia, Gabon, RCA, Nigeria ..)

Sales/Operations Manager responsibilities:

- Work closely with the Group's management team to set and/or implement policies, procedures, and systems and to follow through with implementation.
- Recruit, train, coach and manage employees.
- Translate company's strategic plans into sales and operational actions; prepare and complete action plans; implement sales actions, production, quality, and customer-service standards and resolve problems.
- Forecast financial requirements; prepare an annual budget (together with Finance Department); schedule expenditures; analyze variances and initiate corrective actions.
- Meet or exceed revenue budget expectations.
- Close and manage sales contracts and ensure proper maintenance of equipment.
- Serve as primary liaison with clients, suppliers, and local government agencies.
- Manage relationships with key operations vendors.
- Maintain a safe and healthy work environment by establishing, following, and enforcing standards and procedures while complying with legal regulations.

Job Requirements:

- Bachelor's degree in business or engineering
- 10 years' successful work experience including some in the Middle East or Africa in

operations and/or sales.

- Leader, mentor but also a team member. Hands-on attitude
- Organized with attention to detail.
- Good communication and reporting skills
- Tri-lingual
- Willing to relocate at short notice.

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