

Senior Sales Manager -Nigeria

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Company: Diebold Nixdorf

Location: Nigeria

Category: other-general

Expect more. Connect more. Be more at Diebold Nixdorf. Our teams automate, digitize, and transform the way more than 75 million people around the globe bank and shop in this hyper-connected, consumer-centric world. Join us in connecting people to commerce in this vital, rewarding role.

The Senior Sales Manager, is responsible for developing and executing sales plans / strategies to effectively bring DN products and services to market. You will play a critical role in growing and identifying and closing new business opportunities within current customer accounts. . These includes; utilizing knowledge of DN offerings and understanding of the customer's business to develop customized proposals that present creative solutions. Develops, nurtures and maintains customer relationships across a range of accounts to ensure their benefit from and optimization of DN products and services.

We are looking for a highly motivated and experienced enterprise sales leader to build and lead our sales opportunities. Evaluates program trends and provides analysis and recommendations to leadership. Works toward mutual goals, strategies, and objectives to build awareness and support of overall strategic benefits of the alliance. Monitors programs to assess the sales impact of solution(s) in the marketplace and the overall partnership success. Monitors competitor activity and implements strategies to maintain account ownership and block competitor advancement.

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