

## Zonal Business Manager, West (Nigeria)

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Company: Sun King

Location: Nigeria

Category: other-general

**Location** Ibadan, Nigeria

**Area of Coverage** Oyo, Kwara, Osun and Ekiti State

### The team you would join:

The EasyBuy Direct Sales team is the market facing arm of Sun King's pay-as-you-go (PAYG) direct to consumer sales business. The Easy Buy Direct Sales team is in charge of recruiting, managing, and supervising the company's network of thousands of commission sales agents, called "Energy Officers" that promote and sell Sun King's PAYG solar solutions and provide customer ongoing service in their local territories.

Through the EasyBuy PAYG solar business model, customers can purchase a Sun King solar home solution by making a small down-payment up front and paying the remaining balance through a series of installments over a period of time.

### About the role:

The Zonal Business Manager is a senior seasoned sales professional for the EasyBuy channel who will oversee sales and distribution operations and ready to expand Sun King's massive sales network to states across the allocated zone; comprising of all our areas located in Oyo and Kwara State. This is a Senior position which takes full strategic and tactical accountability for all business functions of the direct sales business - as well as growing sales across the zone and overseeing state-level sales operations. Department

EasyBuy Direct Sales Employment Type Fixed Term - Full Time Location Nigeria

Workplace type Onsite

**What you would be expected to do**

Delivering the target weighted units at Zonal level through mapped out regions with daily tracking of sales.

Providing guidance to direct reports through strong management and mentorship with emphasis on robust sales structure.

Supervising marketing activities in the Zone to drive sales growth. This can be through ensuring AHQs conduct Evening demos, Trade shows etc.

Proper management of collection default rates.

Ensuring profitability of all regions/ areas within the zone and expanding to new regions and areas.

Ensure Recruitment and Retention of all zonal sales teams through proper training, management, and performance review.

Coach and mentor, all direct reports on daily, weekly and monthly tasks.

Ensure that all teams have the required tools and materials for trade execution

Ensure that all rival activities are countered with effective strategies to avoid erosion of market presence.

Ensure Visibility in the trade is high.

Ensure that all cost and expenses are kept within acceptable levels and within budget.

Provide all required reports for business needs for your zone.

**Qualification**

HND/BSC in a Business-related field or related field

At least 7 years hands-on-experience in Sales.

Experience in the Solar Industry is mandatory for this role.

90% territorial sales experience of areas in Oyo and Kwara.

Has excellent Computer knowledge with comprehensive knowledge of Excel and PowerPoint

Has high innovative skills, thinking out of the box, cost conscious

Is excellently skilled in Planning, Organizing, Prioritizing, Maximizing value and see the big picture

Is able to skillfully build relations, work on internal & external relationships

Listens well, coaches' others and is disciplined in their learning practice

Has Operation Excellence and a strong business acumen

### **What Sun King offers**

A platform for professional growth in a rapidly expanding, high-impact sector.

Immerse in a collaborative culture, energized by employees of Sun King who are collectively motivated by fostering a transformative, sustainable venture.

A genuinely global environment: Engage and learn alongside a diverse group from varied geographies and backgrounds.

Tailored learning pathways through the Sun King Center for Leadership to elevate your leadership and managerial capabilities.

### **About Sun King**

Sun King is the world's largest off-grid solar energy company with cutting-edge product design, pioneering fintech and a grassroots installation model that provides energy to the 1.8 billion consumers across Africa and Asia who lack access to reliable electricity. Founded in 2007, Sun King sets the gold standard for off-grid solar performance and design as part of its mission: powering access to brighter lives. Sun King's 2,500+ staff and 23,000 field agents serve 100 million product users based in 65 countries around the world. With direct-to-consumer sales active in 11 countries, Sun King is growing rapidly. Every month, we equip 330,000 homes and businesses with power and light. The needs of energy consumers in Africa and Asia are diverse. From cost-effective and durable lamps to powerful home

and business energy systems as well as modern entertainment and energy storage systems, Sun King's broad array of products unlock a higher quality of life. Whether devising safe and environmentally friendly electric-powered cookers or exploring the future of pay-as-you-go mobility and vehicles in Africa to concocting ever-more-powerful solar energy solutions, Sun King's technology team nurtures and devises scalable, inventive solutions to pressing global challenges. Sun King's innovative pay-as-you-go financing model dismantles the upfront cost burden that blocks low-income households from transitioning from polluting and harmful kerosene fuels and gas generators to clean, affordable and green solar energy. Sun King customers can purchase products using the company's technology-enabled, pay-as-you-go "Easy Buy" financing service, which breaks payments down into regular, affordable instalments. These payments can be made via mobile money for as little as \$0.15 a day. After one to two years of payments, customers own their solar equipment outright. Though united by a commitment to serving underserved off-grid families, Sun King comprises a broad, inclusive group of individuals working across 11 countries. Sun King's world-class roster of product designers, data scientists, logistics experts, customer service professionals, operations gurus and marketing and communications strategists work together to devise solutions to the complicated and multidimensional challenges of energy access, climate action and social inclusion. Across the diverse countries where we operate and work, we build awareness of diversity and promote equity. Sun King is committed to gender equality in the workplace. Women represent 47% of Sun King's workforce.

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