

Regional Sales Manager / Ghana or Nigeria / Remote



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jan 01, 1970

Published : Sep 04, 2025

Employment Status : Full Time

Experience : 5 - <10 Years

Salary :

Gender : Any

Career Level : Mid Level

Qualification : Bachelor Degree

Job Description

Are you a results-driven sales leader with a proven track record in renewable energy or infrastructure markets?

Do you thrive on building client relationships, developing new markets, and closing high-value deals with commercial and industrial clients? If so, this opportunity could be the perfect fit for you.

Role Overview

We are seeking experienced **Regional Sales Manager** to lead sales growth in **West Africa**. This role focuses on expanding market presence in the **Commercial & Industrial (C&I) sector** as well as supporting rural electrification and hybrid energy solutions.

Responsibilities

- Develop and execute regional sales strategies.
- Build and maintain a strong pipeline of multinational, industrial, and commercial clients.
- Drive sales of solar PV + battery storage systems, hybrid energy solutions, and mini-grids.
- Cultivate relationships with clients, distributors, partners, and government stakeholders.
- Monitor market trends and adapt business development strategies.
- Collaborate with technical and project teams to deliver customer-focused solutions.
- Represent the company at trade shows, industry events, and stakeholder engagements.

Education & Experience

Education Requirements

Bachelor's degree in Business, Engineering, Renewable Energy, or a related field (preferred).

Experience Requirements

5+ years' experience in sales, ideally in renewable energy, power, or infrastructure sectors. Strong knowledge of regional energy sectors, regulations, and rural electrification challenges. Technical understanding of solar PV, battery energy storage, or hybrid systems (advantageous).

Qualifications

Fluency in English required; French or local languages considered an advantage.

Must Have

Skills

Entrepreneurial, results-driven, and able to work independently. Proven ability to grow new markets and deliver strong sales performance. Strong communication, negotiation, and relationship-building skills. Based in Ghana or Nigeria, with willingness to travel regionally.

APPLICATION LINK: <https://tinyurl.com/352e4n3d>

Educational Requirements

Bachelor Degree

Compensation & Other Benefits
