



Channel Sales Manager, Africa

ABOUT AMPED INNOVATION

Amped Innovation is a designer and manufacturer of high-performance off-grid, solar systems and appliances for solar-rich environments. Working closely with its distribution partners, Amped serves hundreds of thousands of families and small businesses in need of reliable, clean energy across Africa and Asia. Amped is backed by leading impact investors and institutions. This role will be essential for driving commercial sales in West Africa and beyond. As a member of the sales team, you will be responsible for sourcing, qualifying and converting leads to commercial partners.

RESPONSIBILITIES

- Meet or exceed quarterly sales targets.
- Source new leads and opportunities, efficiently qualify leads and convert opportunities.
- Develop channel sales strategies that leverage incentives and other financing opportunities.
- Identify and help secure new funding opportunities for Amped partners.
- Manage account priorities, program launch activities and liaise with Amped departments to ensure commercial customer success.
- Manage monthly pipeline and accurately forecast quarterly revenue.
- Share industry expertise and advise customers on product market fit.

QUALIFICATIONS

- Thrives in a fast paced and competitive market
- BA or MBA Degree in Business Administration or related field.
- 5+ years of sales experience and a strong track record of exceeding quota.
- Bi-lingual in English and French.
- Experience in renewable energy, consumer electronics or mobile networks preferred.
- Results-oriented problem solver with ability to build a multi-million dollar pipeline.
- Comfortable working with technical products with strong communication skills.
- Strong organizational and pipeline management skills.

POSITION DETAILS

- Reports to: VP of Sales, Nicholas Maina
- Location: West Africa (Preferred location: Lagos, Nigeria)

APPLY NOW

To apply, please submit your resume and cover letter [online here](#).