



**OMOLAYOLE FAGBURE & ASSOCIATES**

*(BUSINESS ADVISORY UNIT)*

are in search of an excellent

# ***HEAD OF SALES***

## ***(GENERAL MANAGER LEVEL)***

**Total Remuneration Package = N12M Per Annum + Car + Driver**

**Location: Lagos State**

**Our Client: A Company in the Chemical and Allied Industry in existence for over 40 years**

### **THE JOB**

The successful candidate will report to the Managing Director/Chief Executive of the Company. S/he will be responsible for developing and implementing effective sales strategies, developing a nationwide sales force and leading the teams to achieve overall sales targets, as well as negotiating and closing deals with large clients. S/he is to manage and oversee the daily operations of Heads of Businesses, key Account Managers and Sales Representatives, monitor and analyze performance metrics and suggest improvements, recommend appropriate training schemes for team members and pursue a rigorous drive towards increasing revenue quantitatively and qualitatively through research, innovation, improved branding and collaboration with other departments.

### **QUALIFICATIONS**

The ideal candidate who will be between 45-50 years of age must have considerable management experience in a first-class company. Total management experience must not be less than 15 years, of which at least 5 years must have been spent at a general management level.

The right candidate must in addition, possess a good honours degree in any of the following fields; Chemistry, Industrial Chemistry, Business Administration, Marketing or Social Sciences. A master's degree in Business Management or a related discipline will be an advantage. Membership of a chartered professional body will also be an added advantage, just as the ability to communicate in French Language.

Experience in the FMCG Sector or Chemical and Allied Industry will be a plus.

Preference will be given to candidates with experience in leading exceptional sales teams, who can demonstrate the abilities required to give sound leadership, work under pressure and meet targets.

### **PERSONAL QUALITIES**

The ideal candidate for the position must have strong leadership qualities. S/he must be a team player, an achiever, innovative and analytical and have excellent communication skills. S/he must have a great passion for sales, quality and convincing presentation skills as well as good networking skills. The candidate must have very high personal ethical standards, not in any way inclined to greed or imprudence and not an appeaser. Proficiency in the use of Microsoft Office (word, power point, and excel inclusive), is a must. Candidates should indicate the types of application they are familiar with.

### **TOTAL REMUNERATION PACKAGE**

The gross salary is N12 million per annum plus a car and driver with some additional fringe benefits.

### **METHOD OF APPLICATION**

Applications, which must be in candidates' own handwriting (scanned) should reach us NOT later than two weeks from the date of the publication of this advertisement and be emailed to the address below:

The application should state age, educational institutions attended with dates, qualifications obtained, present basic salary, total remuneration package in Naira terms, working experience, contact mailing address (and NOT P. O. BOX) for courier service, contact telephone numbers, email address and any other relevant information. It should be accompanied with photocopies of the qualification certificates and other relevant documents.

THE ASHOKA  
TREE

**Tel: 08125788667**

**e-mail: [info@omolayolefagbureandassociates.org](mailto:info@omolayolefagbureandassociates.org)**

Only shortlisted candidates will be contacted, even as our passion for distinction continues.