

Pinshasa is hiring A SALES OFFICER

📍 Kigali, Rwanda

About us

Pinshasa is a BrandTech Company based at the center of Africa, **on a mission to turn ambitious African companies and institutions into strong, lovable and everlasting brands.**

In order to achieve that purpose, we help entrepreneurs and executives to define, deepen or strengthen their brand, thanks to

- a digital and tailor-made branding toolbox, combined with
- strategic (one-on-one/team) workshops.

In the framework of our expansion to East Africa, we are looking for a young graduate, based in Kigali (Rwanda), passionate by design, user experience, branding and/or tech, eager to learn and progress.

Your mission

Your main objective will be to identify, qualify and close leads among entrepreneurs and executives :

- Research, identify and qualify **leads**, then close them;
- Define and apply internal **sales** processes in order to maximize the chances of positive outcome;
- Follow up in order to maximize the chances of post sale **customer success**;
- Participate to the constant improvement of our services and processes, through efficient **reporting and improvement proposals**.

Your ideal profile

You are a young graduate, **passionate about** at least one of those fields: **branding, user experience, design, tech**. You embrace continuous self-learning, and are able to work autonomously (time management and respect of deadlines mean something to you). But most importantly, integrity, punctuality and attention to details are core aspects of your personality.

Having a **previous corporate professional experience** (even in the form of an internship) would be much appreciated. However, we believe in giving the Youth opportunities to get a first experience and are thus willing to train you, should you show a (very) strong motivation to evolve and grow along with Pinshasa.

However, some basic skills are needed, especially regarding languages and use of technologies:

- **Language requirements:** Kinyarwanda and English are mandatory, with excellent writing in English. And as you will quickly see, understanding French is a real asset at this point.
- **Tech requirements:** Being able to use autonomously a computer and professional internet applications is mandatory. If you have already used Slack, Asana, Dropbox or any similar tools, that's a huge asset.

What we offer

A unique experience in a truly *people centric company*, filled with remote teams across Africa, but also

- an international environment, in which empathy and excellence go side by side;
- an opportunity of learning and self-development, alongside high achievers;
- perspectives of evolution based on your participation to the company's growth;
- a compensation and benefits package according to your skills and experience, and evolving according to merit and results.

Interested? Here is how to apply

Send us your **resume and your application letter** to jobs@pinshasa.com

Before 31st of March 2021