

KEY PURPOSE OF JOB

The Director of Public Sector business is responsible for driving transformation engagements with governments throughout Nigeria and Africa. The role will lead SATH's public sector business strategy, revenue growth, and market development for the Public Sector across key markets and geographies.

MAIN RESPONSIBILITIES

- Secure the targeted public sector revenue within the business year.
- Drive, manage, and execute the business and revenue of the public sector sales team. Distills public sector budgets, prepares forecasts, territory management, and growth plans.
- Support quotation, tender and proposal efforts to the public sector partners, prospects, and customers and ensure that the company's public sector sales agenda is aligned to support the corporate revenue objectives.
- Build multi-vendor relationships with OEMs and other key vendors within the public sector and align with their GTM expectations.
- Influencing decision making for transformational projects of National and sub-national government
- Devising marketing and other supporting plans to generate new opportunities.
- Building the required competency and relationship to ensure growth of Public Sector.
- Lead the business team to achieve the desired business outcomes.
- Analyze National and regional market dynamics to maximize existing successes and to create new growth opportunities.
- Educate team on significant industry factors including competitive products, regulations, trends, customer needs, and pricing.

KEY ACCOUNTABILITIES

- Accountable for performance and strategic growth of the public sector vertical across the region as well as overseeing the operational management of Abuja office business function. He or she will bear overall responsibility for managing the staff and operations at domain job location and also provide oversight on all staff within the public sector space in Nigeria and across Africa.
- Accountable for achieving revenue generation through creation of strategic opportunities and engagement within the Public Sector, predominately National and Sub-national Government, and parastatals. The job holder will also be accountable for the management of all public sector commercial relationships with senior stakeholders until delivery is complete.
- The Public Sector Director will work with OPCOs, Leadership Team and Technology Team to influence and to ensure tender responses are delivered to time, quality, and budget.
- Will exhibit behaviors reflected in SATH's missions, vision, and values.

ANTICIPATED OUTCOMES OF ROLE

- Internal & external customer satisfaction.
- Achievement of revenue targets within the public sector vertical
- Satisfactory customer retention rate.
- Revenue per Account Manager per region.
- Satisfactory profit margin on sales.
- Increased business opportunity for SATH within the public sector space

JOB REQUIREMENTS

EDUCATION	<ul style="list-style-type: none"> ▪ A good first degree in any discipline. ▪ An MBA or equivalent is an added advantage.
EXPERIENCE	<ul style="list-style-type: none"> • Minimum of 10 years relevant industry experience, with at least 8 years in the Public Sector space at senior level. • Demonstrated ability to understand and influence decision makers at senior level in Government. • Significant accountability for managing large scale business applications bids, across a range of industries. • Demonstrated experience of building and maintaining relationships with senior executives within both SATH and client organizations. • Solid understanding of Government contracting process. Able to manage deal origination, contract modifications and negotiations surrounding contract scope, cost, and schedule. • Excellent understanding of the project lifecycle, issue and risk management and mitigation strategies • Ability to drive action in the project lifecycle to ensure timely execution and successful business outcomes. • Strong organization, time management and Strong communication skills (written, verbal, and presentation). Establishes and reports on metrics to measure team performance, correct deficiencies where necessary. • Strong leadership orientation and should be able to develop team and inspire them to achieve to positive work climate.
PROFESSIONAL MEMBERSHIP	Relevant Professional Qualifications or membership in Business Development.

Knowledge

The incumbent must have proficient knowledge in the following areas:

- Analytical skills – ability to understand and recommend technology solutions and courses of action by using market data to identify key issues, compare with other data and determine cause-effect Relationships.
- Change Management – ability to recognize, understand and support the need for change and anticipate the impact on both the team and self.
- Able to conduct research into security issues and products as required.
- Sales performance indices & measurement.
- Industry product knowledge.
- Must have a clear understanding and knowledge of B2B Business environment.

Leadership Behavioral Proficiencies

- Able to solve problems and manage multiple competing tasks and priorities.
- Enthusiastic promoter of the organization and opportunities.
- Strong analytical and critical thinking skills.
- Ability to manage a complex set of stakeholders.
- Able to skillfully promote SATH brand, values, and culture in every connection.

- Results-oriented and able to demonstrate a high level of ownership and accountability in delivering outcomes.
- Strong communication skills.

PERSONAL ATTRIBUTES

The incumbent must have the following personal attributes:

- Good negotiation and networking skills.
- Business and commercial acumen
- Professional confidence.
- Must be customer focused.
- Able to deliver results.
- Consistently leads by example, acts with integrity, impartiality, and independence.

REPORTING RELATIONSHIPS

Operational Reporting	Chief Operating Officer, SATH
Strategic Reporting	Chairman, SATH

WORKING RELATIONSHIPS

Internal	All departments/units within SATH and its subsidiaries
External	Existing & prospective clients in both public and private sectors; OEM representatives – Original Equipment Manufacturers.