

Head of Growth

We are currently seeking an ambitious and highly-skilled Growth manager with a track record of exceptional, transformative management practices. In this role, you will increase productivity, inspire and motivate junior employees, and optimize our company's market share. You will have tremendous opportunities to develop innovative policies and campaigns that shape the future of our organization. Candidates for this role will be creative, charismatic, knowledgeable, and exceptionally well-versed in the latest sales and marketing techniques as well as tried-and-true practices in the B2B environment.

Duties and Responsibilities

- Oversee day-to-day sales, monitoring, and forecasting to better understand the market
- Continually assess our marketing techniques and their efficacy in affecting sales
- Stay up-to-date on current market trends
- Work collaboratively with the sales team to assess current projections
- Own ultimate responsibility for successfully meeting or exceeding sales goals
- Collaborate with marketing team to creatively reach more potential customers
- Take calculated risks to increase profitability and brand recognition
- Work in a hands-on fashion, building the team, provide motivation and inspiration
- Set the precedent for excellence through leading by example
- Cultivate and deepen client relationships and partnerships that add value
- Proactively managing the pipeline in our CRM

Requirements and Qualifications

- Bachelor's degree in business or related field
- 5+ years' experience in sales management in a corporate setting
- Transformative approach to leadership that inspires and empowers others
- Aware of the latest market trends and shifts, as well as projections for the future
- Evidence of ability to innovate and implement change successfully
- Exceptional communication and presentation skills

- Able to be persuasive and procure buy-in from upper management
- Solid computer skills and awareness of web-based marketing and social media
- Driven and committed to success while maintaining integrity

Nice to Have

- Master's degree preferred
- Certifications that provide evidence of a desire for continued education are a plus
- Experience in the Real Estate sector

Who we are

Mobi-Water Platform is used by trusted brands to monitor, manage and bill their water. Our clients include water utilities, commercial properties and industries, local and international NGOs and residential apartments and homes.

www.mobewater.co.ke

Interested? Send your CV to hr@mobewater.co.ke by 3rd June 2022.