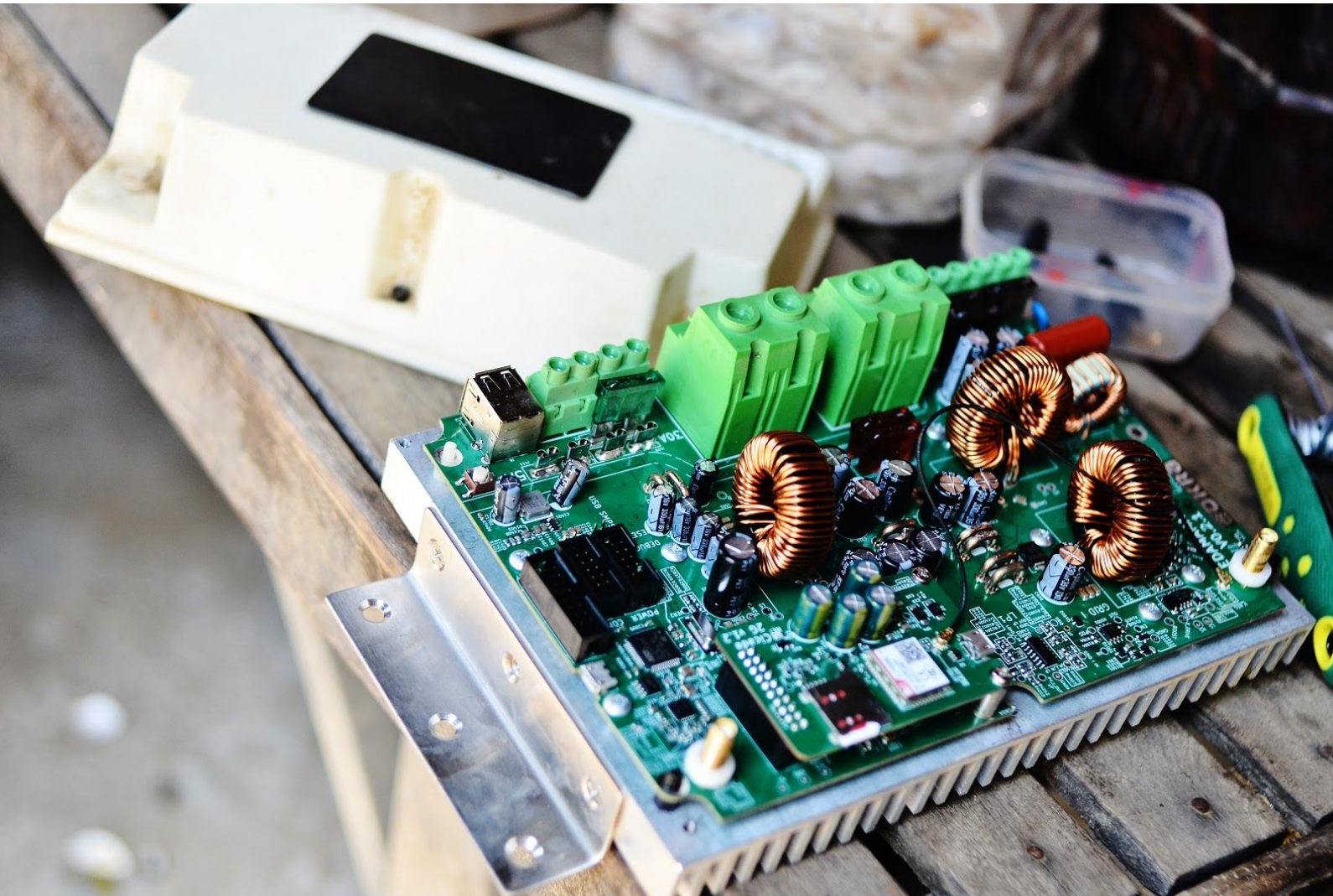


# Account Management / Sales Specialist

- Type: Permanent Full-Time
- Start Date: ASAP
- Location: Nigeria
- Salary: \$1,500 USD/mo + commission

**What's Okra?** We're an IoT startup company bringing energy access to the 1 billion people who don't have power. In 2019 we made the [Cleantech 50 Companies to watch](#), we [won the 2019 Techcrunch Hardware Battlefield](#) in Shenzhen, won the [2019 IEEE Empower A Billion Lives](#) competition and were the back to back [2018 and 2019 PFAN clean energy Business Plan Winners](#). We are looking for a hard working and dependable Account Management / Sales Specialist to join our team and help us start pilot projects and scale growth into African markets.





## Opportunity

Okra is looking for an **Account Management / Sales Specialist** to join our team full-time in Nigeria.

**Are you experienced in business development, deal origination and pushing the envelope till the deal is done and delivered?** Do you want to use those skills to create a positive impact and get energy out to the last-mile? This opportunity will give you the chance to use those skills to change the lives of millions through the development and deployment of solar electrification projects for off-grid communities.

Okra's core business model is to build and sell technology that can get energy out to remote communities. However, in order to reach scale we must also build a pipeline, and target sales towards scalable customers in multiple markets.

As an Account Management/Sales Specialist at Okra you will be required to have a strong interest and or experience in the renewable energy and energy access sectors. You will be required to gain/have a deep understanding of pain points for energy companies doing last mile power distribution. You will also be required to quickly develop a deep understanding of the Okra product offering so you can communicate it's value to prospective partners/customers.

Your role will involve generating warm leads through our wide array of networks in the off-grid energy industry, identifying their pain points and demonstrating ways in which we can most effectively provide value to our customers. You will be required to take customers through the entire pipeline from clear communication of product offering to closing commercial contracts. The type of partners you will be working with will include utility companies, minigrid developers, solar home system companies, infrastructure funds, project financiers and if you have existing networks with these organisations that will be advantageous to your application.

You will be expected to make decisions driven from a place of sound strategic acumen, conducting market research where necessary, having the ability to create champions amongst third parties to advocate on our behalf and to make investments of your time that yield the greatest long term growth potential. Key success metrics you will be evaluated on will be number of products sold and number of households energised by



our partners - so to ensure that we are selling to customers that are actually able to deploy rapidly..

Being a key part of a small team at a high growth startup company will give you the opportunity to be part of key strategic decisions that will determine the future of the entire company.

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## **What you will be doing:** \*you can still apply if you don't fit all the requirements.

- ❑ Hustling to generate warm leads with partners and customers.
- ❑ Deal structuring and negotiation
- ❑ Keeping an eye out for appropriate funding opportunities for our customers.
- ❑ Applying for / facilitating our customers in applying for funding opportunities to roll out our technology.
- ❑ Creation and execution of commercial documents and contracts
- ❑ CRM management
- ❑ Stakeholder mapping and engagement
- ❑ Managing relationships with customers, regulators and donors.
- ❑ Writing reports/blogs and presenting Okra at conferences/webinars to position yourself as a thought leader
- ❑ Collecting high-level needs and requirements from partners and customers to guide product development and strategic decision making.
- ❑ Working with the executive team to drive company growth strategy.

## **What skills we value:** \*you can still apply if you don't fit all the requirements.

- ❑ Tenacious deal maker with a scalable mindset
  - ❑ A data & process driven mentality
  - ❑ An energetic, articulate and passionate communicator
  - ❑ Pragmatic and able to find solutions when deals get tough
  - ❑ A tough negotiator who sees the big picture, fights for the best deal and knows when to walk away
  - ❑ Detail-oriented, basically part lawyer
  - ❑ A context sponge
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## Benefits

- ❑ Flexible work location and working hours
- ❑ Professional career progression and opportunity to take on leadership responsibilities
- ❑ All expenses paid for national and international team trips (yearly team retreats, hackathons, etc.)
- ❑ Cover for work travel, health insurance, sick leave and equipment (i.e. laptops)
- ❑ A great work culture in fast paced startup environment with multinational staff
- ❑ The ability to take on additional relevant education while working
- ❑ Mentorship from our investors (Schneider Electric, Greenway Grid Global) and a range of experienced leaders and changemakers in our network.

## Internal Liaisons

- Sales Strategy Team
- Service Delivery Team
- Fundraising & Finance Team

## External liaisons

- Infrastructure Funds & Other Project Financiers
- Energy Utilities / Developers
- Regulators & Donors
- EPC companies

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## Our Challenge

We have just completed the proof of concept phase of our technology by implementing projects in Cambodia, Philippines and Indonesia. In order for us to scale our impact we need to close deals with minigrid developers, solar home system companies and large utilities in new markets.

Energy is key in this role. We need an outright hustler who will do what it takes to get energy to these communities and help us initially enter new markets with pilots in Q1 and Q2 2021 and then scale to 100s of thousands of households in the next couple of years. Are you ready for this challenge?

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## More About Okra

1 billion people around the world still don't have access to clean and reliable electricity. Okra has financial backing from investors including Schneider Electric, Smart Axiata, Greenway Global Grid. Our mission is to use IoT and big data to provide technology that will enable rapid electrification of the 1 billion people who don't have electricity. We are expecting to continue our trajectory of being a high growth company over the next few years, so this is an exciting time for everyone!

**#PowerToThePeople**