

Regional Sales Manager (Africa)

- Type: Permanent Contract
- Start Date: ASAP
- Location: Porto, Portugal **OR** Abuja, Nigeria.
- Salary: To be discussed

What's Okra? We're an IoT startup company bringing energy access to the 800 million 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 most recently won the [Cleantech company to make the most impact by 2030](#). We are looking for a **Regional Sales Manager** to join our team. If you have strong networks in energy markets in developing countries and are excited by the prospect of closing deals that will rapidly accelerate energy access globally, then we're looking for you!





Opportunity

Using our mesh-grid IoT, Okra is the most flexible, rapid and affordable way to deliver renewable energy to 10s of millions of households who are currently in the dark. We need a Regional Sales Manager who dreams big, and delivers quick to get this tech into the hands of the developers who can use it to rapidly race towards 100% global electrification.

We're looking for someone who has strong networks in the energy access industry. Particular markets you will be focused on are Nigeria and West Africa. We're looking for somebody who has relationships with AfDB, the World Bank and the REA, while understanding appliance financing and the nitty-gritty of commercial models that need to work to run profitable last-mile energy businesses on the ground. It's not just about knowing people, it's about knowing how last-mile energy businesses operate and making sure they're sustainable and scalable. We're looking for someone who is already trusted in the industry to build trusty long term relationships. Someone who can bring in a plethora of developer partners and identify creative opportunities to accelerate the distribution of a novel technology that's solving last mile energy access.

As Regional Sales Manager, you will work to bring in new high value contracts. You will manage key stakeholders including DFIs, regulators and executives amongst project development partners. You will also help build rapport between key stakeholders amongst our partners with your supporting account management team. You will be responsible for driving strategies for sales and new market entry.

We are looking for a super networker, but we are also looking for someone diligent and focused on setting ambitious targets, willing a team of enthusiastic colleagues to come along for the journey and ultimately not settling until the job is done and deals are closed. Because ultimately, that's what's going to bring more power to the people.

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



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

- ❑ Networking and managing relationships with energy companies, regulators, DFIs.
- ❑ Deal structuring and negotiation
- ❑ Reporting to Okra's board of directors
- ❑ Creation and execution of commercial documents and contracts
- ❑ Stakeholder mapping and engagement
- ❑ Working with the executive team to drive sales strategy

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

- ❑ An energetic, articulate and passionate communicator
 - ❑ Ability to be an honest level-headed, honest, partner for all of our stakeholders.
 - ❑ Tenacious deal maker with a scalable mindset
 - ❑ KPI focused, someone who sets targets and drives to hit them
 - ❑ A data & process driven mentality
 - ❑ 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
-

Benefits

- ❑ Flexible work location and working hours
- ❑ Professional career progression and opportunity to grow with an award-winning & high growth startup company.
- ❑ All expenses paid for business travel
- ❑ 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
- CEO

External liaisons

- Energy Companies (C-Suite)
 - Energy Regulators (Top Level)
 - Development Finance Institutions
-

Our Challenge

We have just completed the proof of concept phase of our technology by implementing projects in Nigeria, Cambodia, Philippines and Haiti. In order for us to be true to our mission of achieving 100% electrification by 2030 we need to make sure we can deploy at scale with the right funding and strategy.

More About Okra

800 Million 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 800 million people who don't have electricity. We are expecting to continue our trajectory of being a high growth company while achieving 100% electrification by 2030. If you're interested, we would love to know why and hope you can come along for the ride!

#PowerToThePeople