



AFRICA ACCESS

Sales Director

Lagos, Nigeria



40 hours per week



*People
first.
Digital
first.*



About Africa Access

Africa Access offers customized logistics services and trade financing for companies doing or seeking business in Nigeria.

Nigeria is Africa's largest economy with significant potential, but it is also a complex and constantly changing business environment. Africa Access enables multinational clients to import raw materials, packaging and machinery in a controlled, transparent and efficient way. The company provides end-to-end visibility across the supply chain, from ordering to final delivery, allowing clients to focus on their core business.

Founded by partners with decades of experience in logistics and trade finance, Africa Access combines deep local expertise with strong execution power. Services include clearing, warehousing, transportation, documentation management, import/export handling and distribution.

The culture is entrepreneurial, direct and performance-oriented, with short lines of communication and strong involvement of the founding partners. In Nigeria's relatively small and closely connected international business community, reputation, trust and networking are essential for success.



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The position

Your impact as Sales Director

As Sales Director you will be responsible for driving commercial growth in Nigeria. The focus is on achieving profitable growth, expanding relationships with existing clients and acquiring new accounts within Nigeria's close-knit international business community.

In close cooperation with the Owners/Directors, the Sales Director develops and executes the commercial plan, aimed at increasing market share, strengthening key accounts and identifying opportunities to expand services. Growth is driven by long-term partnerships rather than one-off projects.

The role combines new business development with structured Key Account Management. A solid understanding of the company's logistics and trade finance services is essential in order to translate client challenges into workable solutions.

Your responsibilities

- Drive profitable growth in turnover and margin;
- Develop and execute the commercial activities in close coordination with the Owners/Directors;
- Acquire new clients in a controlled manner, focused on long-term value and strategic fit;
- Build and leverage a strong network within Nigeria's international business community;
- Lead negotiations and close complex logistics and trade finance deals;
- Manage and grow key accounts, ensuring repeat business and high customer satisfaction;



"Pride and Passion for Logistics in Nigeria"

Marc Omes | CEO

- Safeguard strong alignment between Sales, Operations and Finance from proposal to implementation;
- Oversee the commercial administrative cycle (managed by the Commercial Manager), ensuring proper control, timely payments and continuous improvement of processes;
- Monitor market developments and manage relationships with key external stakeholders;
- Lead and motivate the commercial team while promoting a Company First culture and compliance with quality standards.

Your position within the organization

The Sales Director reports directly to the two founding partners.

In time, the Sales Director will lead the commercial team, including the Commercial Manager and supporting proposal staff.

The position is based in Lagos, Nigeria.

What you bring

Africa Access is looking for an entrepreneurial and structured commercial professional who can operate effectively in a dynamic African market.

- Bachelor's degree required, preferably in a technical or finance-related field;
- 3 to 5 years of relevant commercial experience, ideally working with large accounts or multinationals;
- Experience with CRM-systems;
- Strong negotiation and presentation skills, with the ability to close consultative deals;
- Solid understanding of supply chain, logistics or trade finance is a plus;
- Proven ability to bring structure into organizations and align commercial activities with operational execution;
- Strong networking and interpersonal skills, comfortable operating in senior-level environments;
- Highly motivated, target driven and pragmatic, with the flexibility to perform under pressure;
- Affinity with Africa and willingness to live and work in Lagos;
- Entrepreneurial, results-driven, honest and transparent personality with strong ownership and loyalty.



Result areas describe what someone must do to be successful in the role.

Competencies describe **how** the results can be achieved through the required behavior.

Result areas | What

Strategy

Result: business advantage clearly attributable to personal relationships and networks.

Achieved by: building and maintaining relationships with colleagues, clients and/or representatives of external organisations.

Sales

Result: maximisation of financial return.

Achieved by: delivering services and/or products at agreed prices and conditions.

Line Management

Result: optimal alignment of employees' activities aimed at achieving the organisational strategy.

Achieved by: leading, making decisions on, and evaluating the activities of employees within the organisation or business unit.

Competencies | How

Entrepreneurship

Recognising market opportunities for both current and new products/ services and considering them in a business-like manner; taking risks to achieve a business advantage.

Results orientation

Actively focused on achieving results and objectives; ready to take action in case of disappointing results.

Networking

Constructing relationships and networks which are useful in achieving objectives; making effective use of informal networks to get things done.

Market Orientation

Demonstrates a strong awareness of market and technological developments and stays well-informed about relevant trends and changes.

Leadership

Directing and guiding employees in the performance of their jobs; employing management styles and methods which are tailored to the employee/team and situation in question.

Impact

Making and maintaining a favourable first impression on others; inspiring confidence in others.

Working at Africa Access: this is what you can expect

Africa Access offers an unique opportunity to take on significant responsibility at a relatively early stage in one's career, within Africa's largest economy. The role combines entrepreneurship, international exposure and direct strategic impact.

The expatriate package includes:

- Competitive net monthly salary, depending on experience;
- Performance-based bonus;
- Fully furnished housing including cook and cleaning staff;
- Company car with driver;
- International medical insurance;
- Five weeks of annual leave;
- Two return tickets per year to the home country.

INTERESTED?

Get in touch with Amber Galestien - Kuin via 06-18 66 43 66 or ambergalestien@luke.nl

www.luke.nl

