



CRYSTAL CLEAR SOFTWARE LTD.

ISO 9001:2008 Certified
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Crystal Clear Software Ltd develops, sells and supports **Loan Performer** Micro-Finance Software. More information about our product is available via our website: <http://www.loanperformer.com>.

We currently have a vacancy for a:

SALES MANAGER

Roles and Responsibilities:

1. Strategy and Planning

- *Formulate strategies for Business Development and Relationship Management for the CCS' clients.*
- *Manage the formulation and implementation of a key client service program.*
- *Develop and maintain the annual departmental budgets.*

2. Sales and Relationship Management

- *Develop new business relationships and maintain important revenue-generating client relationships through new business development and relationship management activities.*
- *Become the clients trusted business partner through needs based solutions.*
- *Liaise with key operational functions to ensure client service delivery to agreed benchmarks.*
- *Drive sales according to plan.*

3. People Management

- *Initiate plans for recruitment, training and development of departmental staff.*
- *Manage performance of the team including providing mentoring and coaching support.*

4. Management Information and reporting

- *Provide the Managing Board on a regular basis with relevant information pertaining to the organization of Sales Department.*

Skills Required:

- *Excellent written & verbal communication skills*
- *Pro-active approach/self-starter*
- *Accountability for targets/developments.*
- *Leader and people manager, developing others/talent management*
- *Interpersonal Effectiveness*
- *Client driven*
- *Ability to manage multiple priorities*
- *Analytical thinking*

- *Ability to work accurately, under high pressure within fixed and short timeframes*

Minimum Requirements:

- *A Business Degree or equivalent (a Masters is an added advantage).*
- *At least 5 years of experience in Marketing and/or in Microfinance.*

The deadline for submission is **Saturday, 23 May 2015.**

Applications can be delivered to our physical address:

3rd Floor, King Fahd Plaza, 52 Kampala Road, Kampala, Uganda.

Or

e-mailed to: hr@ccs.co.ug.

Further information can be obtained by phone: 0414-231739.