**Sales Representative – Africa Region**

[Galilee International Management Institute](https://www.galilcol.ac.il/) has a successful track record in facilitating capacity-building programs based on the Israeli experience to international professionals across the developing world.

Our training products are delivered Onsite- by short courses in Israel or Online - by live lessons. We offer predefined courses, workshops and on-demand programs in Agriculture, Water, Clean Tech, Strategic studies, Transport, Health, Higher Education and more…

We are seeking a highly motivated sales representative to join our team and assume responsibility for business results in the African region.

***Your Responsibilities:***

• Design sales strategies based on countries priorities.

• Business generation from pinpointing, market intelligence or inbound leads conversion

• Develop and maintain long term relationships with customers

• Present a range of products and value propositions.

• Identify needs for tailor-made projects

• Collaborating with peers to ensure the company's and team’s goals and targets are met.

• Drive sales growth mainly within Public Sector, NGOs, High Education institutes and Business communities in your respective territories

***Requirements:***

• Experience in sales, account management or customer success

• Excellent abilities to collaborate and work jointly with the team

• Proven abilities to work with different content domains and digest a lot of data

• Excellent analytical skills.

• Great telephone etiquette and computer literacy skills.

• **English –Mother tongue level – MUST**; Fluency in other languages**– Advantage**

• Experience in sales to Africa - Advantage

• Academic degree

• Curiosity to learn new areas

Mail for CV submission - [hr@galilcol.ac.il](mailto:hr@galilcol.ac.il)

Galilee International Management Institute website: <https://www.galilcol.ac.il/>