



Mobisol is one of the world's leading companies for Solar Home Systems with approximately 600 passionate employees, delivering a clean and affordable alternative to fossil fuels for low-income households (living without access to reliable energy). Our dedicated product line combines solar energy with innovative mobile technology and accessible micro-financing. Having successfully installed more than 78,000 solar home systems in Tanzania, Kenya and Rwanda, Mobisol is now moving into the business at a larger scale. Please read more about Mobisol at www.plugintheworld.com.

To support our team in Kenya, Mobisol is looking for a

Head of Sales (m/f) Kenya

With a strong background in setting up B2C sales strategies, ideally in rural areas
Location: Nairobi, with frequent travels across the country

As Head of Sales, you will drive the establishment of a suitable sales strategy, plan and manage day-to-day operations of our established business in Kenya and build up our strong sales and service team to deliver results in line with Mobisol's company objectives. In this senior position, with direct reporting line to the CCO, you will be responsible for:

YOUR TASKS

- **Business Strategy:** own the development of an innovative sales strategy to cement Mobisol as the leading player in the off grid energy market
- **Business Growth:** maximize sales through existing and new channels via hands-on continuous improvement of our sales and service structure in the region
- **Team Building:** build, mentor and coach a strong sales team, which puts the customer first
- **Business Development:** analyze market trends and competitors landscape to ensure a successful sales development

OUR REQUIREMENTS

- A **business degree** with focus on sales management
- A proven **track record of at least 7 years** of professional **B2C sales** experience in a high volume industry which is rapidly growing
- Sound knowledge and experience in **sales reporting and forecasting, budgeting processes, business development** and the execution of **day-to-day sales performance**
- As an individual, you pursue a **systematic, structured and reliable way of work**
- You are **target driven and dynamic**
- In addition to your affinity to sales management, you possess a **hands-on action-oriented approach** as well as **pronounced social competencies for teamwork and people management**
- Excellent oral and written **communication skills in English and Swahili**

YOUR PERSPECTIVE

The position offers you the chance to build and shape a global player in the off-grid energy market with strong commitment to product-quality, design, user friendliness and environmental sustainability. You will be part of an outstanding international, highly motivated team.

If you feel intrigued by this challenging opportunity, please send your application (letter of motivation – stand out!, CV, references) with the subject line “**Head of Sales-Kenya**” to KEjobs@plugintheworld.com. As an **equal opportunity employer**, Mobisol offers all of its employees and applicants full **equal opportunity** irrespective race, ethnic origin, sexual identity and disability, religion or beliefs.