

<https://netzline.com/job/were-hiring/>

Regional Head of Sales – Ghana & Africa Region

Description

We are looking for a dynamic and results-driven **Manager – Sales** to lead and grow our IT solutions business across **Ghana and the wider Africa region**.

If you are passionate about technology, building client relationships, and driving revenue growth, this opportunity is for you.

Responsibilities

Key Responsibilities:

- Drive sales growth for IT infrastructure, solutions, and services
- Identify new business opportunities across Ghana and Africa
- Build and maintain strong relationships with enterprise customers
- Manage the full sales cycle (lead generation → closing deals)
- Work closely with technical teams to deliver tailored solutions
- Achieve and exceed sales targets and KPIs
- Prepare sales forecasts, reports, and pipeline updates
- Engage with vendors and partners (e.g., IBM, HPE, Dell, etc.)

Qualifications

- Bachelor's degree in IT, Business, or related field
- 5+ years of experience in IT sales (enterprise or B2B)
- Strong knowledge of IT infrastructure (servers, storage, cloud, etc.)
- Proven track record of meeting or exceeding sales targets
- Excellent communication and negotiation skills
- Ability to work independently and manage regional accounts
- Willingness to travel across Africa
- Experience with enterprise clients (banking, telecom, government)
- Vendor relationships and certifications are a plus
- Strong understanding of the African IT market

Requirements

- Competitive salary + commission structure
- Career growth opportunities
- Exposure to leading global technology vendors
- Dynamic and collaborative work environment

Contacts

Interested candidates can send their CV to hr@netzline.com

Hiring organization

netzline technologies

Employment Type

Full-time

Job Location

Accra,, Ghana

Date posted

April 9, 2026