



## **Regional Sales Executive Electronic and Digital RM Solutions East Africa and Western Indian Ocean Islands**

### **The essential goal that underpins everything we do: Full Customer Satisfaction**

AGS is the leading French International Mobility group with an international presence. A key player in local and international mobility services in all sectors (corporate, private, diplomats, civil servants, etc.), our strength lies in our expert knowledge of the market, our customer orientation, our global network, and our enthusiasm for international logistics.

Through AGS Records Management, we can offer enterprises, financial institutions, and government institutions with a high-quality Records Management experience thanks to our extensive experience in the field.

We are recruiting a highly motivated and results-driven **Regional Sales Executive** to lead business development and sales growth across East Africa and the Western Indian Ocean islands. The successful candidate will be responsible for driving new client acquisition, managing strategic accounts, and expanding our market presence in electronic and digital records management solutions.

This individual can be based in Kenya, Madagascar, Mauritius, Mozambique, the Seychelles, or Tanzania.

#### **POST DESCRIPTION**

The key responsibilities of the role will be:

- **Business Development and Sales Growth**
- **Client Relationship Management**
- **Market Development**
- **Reporting and Administration**

This role requires a proactive sales professional with strong consultative selling skills, experience in B2B solution sales, and a deep understanding of government, financial services, corporate, and regulated sector market within the region.

#### **CANDIDATE PROFILE**

- Minimum 5+ years' experience in B2B sales (technology, SaaS, enterprise software, or information management preferred)
- Proven track record of meeting and exceeding sales targets
- Experience in selling into government, financial institutions, or regulated industries is highly advantageous
- Strong understanding of and experience in digital transformation and information governance concepts
- Experience working across multiple countries with East Africa is preferred
- Ability to travel regionally as required (up-to-date passport and travel up to 2 weeks at a time)
- Strong consultative and solution-based selling skills
- Excellent negotiation and closing abilities
- Strategic thinking and territory planning



- High level of self-motivation and accountability
- Strong communication and presentation skills
- Cross-cultural awareness and regional business acumen
- Professional sales training or certifications are advantageous

### **WHAT'S ON OFFER?**

- Competitive base salary + performance-based commission structure
- Regional leadership opportunity
- Exposure to high-growth digital transformation markets
- Career development within a growing technology business

**Are you interested?** Send us your application today with your up-to-date CV and motivation letter (including your salary expectations and location) in English to [jobs.international@mobilitas.org](mailto:jobs.international@mobilitas.org). Please quote the title of the position in the subject line of your email.

### ***General Recruitment Terms and Conditions***

Although we appreciate all applications, we can only correspond with shortlisted candidates. Should you not receive feedback on your application within four weeks of applying, please consider your application unsuccessful. AGS reserves the right to withdraw any advertised vacancies at any time and at its own discretion, as well as the right not to make a placement. Unsolicited submissions from recruitment agencies will not be considered. The interviewing process will take place in accordance with the AGS Group's policies and procedures and may involve several steps.

By submitting your application, you agree and consent to the processing, administration, and archiving of your personal data contained in your CV and other application documents in accordance with the relevant legislation (as may be amended) for the purposes of registration and recruitment of candidates.

AGS strongly promotes diversity in our workforce, and applications from all sectors are encouraged.