

## Job Title

Head of Sales & Customers



**Location:** Lagos, Nigeria



**Duration:** Indefinite



**Employment status:** Full-time



**Start Date:** 01  
December 2021



### About NXT Grid:

Mini-grids are small (<100kWp) independent electricity networks, generally powered by renewable energy sources, which are expected to play a pivotal role in the race to deliver universal energy access in the coming decade.

NXT Grid is a scalable B2B mini-grid rental company, creating a unique platform with the following key (on-line and off-line) components, providing the solutions to solve today's growth challenges within the mini-grid sector:

- i. NXT Grid works in partnership with local entrepreneurs whom we support and train to become professional mini-grid developers.
- ii. Our proprietary on-line tool chain ("NXT Platform") assists and supports developers throughout the life-cycle of a mini-grid. From the use of AI algorithms, satellite data to high grade and design new sites, remote operations & maintenance monitoring, all the way through to an on-line payment system to ensure full payment collection.
- iii. With our rental offering in combination with procurement support with key leading suppliers of mini-grid components, including in-country stock, maintenance, assistance and training, we ensure our local partners build sustainable and profitable businesses.

### Job description:

The Head of Sales & Customers is responsible for the overall relationship management with (potential) customers. This responsibility starts with the search of new customers (developers), convincing them of NXT Grid's value proposition and entering into (framework) agreements. Once agreements are entered into, the Head of Sales & Customers (with his/her) team of account managers) remains responsible for the day-2-day interface with customers.



## What you'll do:

- Build out NXT Grid's pipeline of (partner) developers and (proposed) mini-grid sites.
- Maintain relationships with customers
- In consultation with Head of Training & People and Technical Director add ideas and content to NXT Grid Training manual and programmes.



## Qualifications:

- Have a degree in Economics or Marketing subjects
- Minimum 3 -5 years experience
- Having worked previously in a sales position within a technology environment would be a plus.

## How to apply:

To submit an application, please visit the [Areeba Jobs](#) platform and search for this vacancy.

This job opportunity is part of the [MATCH project](#).

## About Aldelia

Aldelia is a world leading Human Resources advisory firm, leader in professional recruitment services. Founded in 2005, Aldelia is currently present and operating in more than 30 countries worldwide. Our tailor-made and successful recruitment solutions are designed to proactively respond to clients' needs at all levels. We offer highly targeted services to blue chip multinationals and SMEs from multiple business sectors. Aldelia is your partner if you are looking for outstanding services in the placement of permanent and temporary positions.