

Job Title: Sales Account Manager

Helios Towers is a leading independent telecommunications infrastructure company, having established one of the most extensive tower portfolios across Africa. It builds, owns and operates telecom passive infrastructure, providing services to mobile network operators. Helios Towers currently operates in 8 markets in Africa and Oman in the Middle East.

Overview:

As a Sales Account Manager, you will support the Head of Sales in implementing sales strategies and manage customer relations between our team and our key stakeholders.

Location: Kinshasa, Democratic Republic of Congo.

Role Responsibilities:

As a Sales Account Manager, you will be responsible for:

- Implementing sales strategies and objectives along with the Head of Sales and Marketing
- Liaising with other internal functional departments to resolve customer related challenges
- Proactively gather and convey business intelligence on marketplace competition and customer needs to the appropriate groups within the organization.
- Key contact for customer account relationship - managing relationship including responding to client requests
- Providing management with key planning tools including customer rollouts and key customer initiatives, etc.
- Preparing sales/account plans and schedules to meet and exceed sales targets and objectives.
- The execution of commercial business plan and delivery of designated annual sales quota (number of site orders and revenue targets)
- Development and execution of business development initiatives and sales strategies & objectives along with the Director of Sales and Opco Executive management.

- Managing sales process from inception to contract signature for Commercial Term Sheet, Master Lease Agreements, Co-location orders and Individual Site Leases
- Accurate, timely reporting on progress and revenue pipeline
- Manage and maintain the efficiency of the internal order delivery process, spot and control internal problems

Requirements for the Role:

To succeed in the role, you will be/will have:

- Degree qualified in a Sales and/Marketing related discipline
- At least 3 years' commercial experience ideally with a Telecom Operator, Telecom Equipment Vendor or Infrastructure Provider.
- Must have experience in technical business-to-business (B2B) sales and account management (either IT and/or wireless telecommunications).
- Vendor or service provider background essential.
- Operator background highly beneficial.
- Successful track-record in delivering on sales targets strongly recommended Experience in managing and motivating a sales team required.
- Good knowledge of the African telecoms market, with specific technical and financial knowledge considered.

Desired Skills

- Experience with multinational company a plus.
- Understanding of telecom network rollout process, an advantage
- Good understanding of technical services commercial contracts is welcome

Please apply using the link below:

<https://careers.heliostowers.com/job-invite/1425/>

Deadline: August 28th, 2025

Helios Towers is committed to promoting equal opportunities in employment. You and any job applicants will receive equal treatment regardless of age, disability, marital status, pregnancy or maternity, race, colour, nationality, ethnic or national origin, religion or belief.

Human Resources



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