

# Mozambique Jobs Expertini®

## Senior Sales Executive

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Company: Raxio Group BV

Location: Maputo

Category: other-general

### Your mission

We are actively seeking a highly skilled and strategic Senior Sales Executive to drive the sales of our Data Centre colocation services to new customers. This role demands a professional with exceptional communication skills at the C-level, coupled with strong commercial acumen. The successful candidate will play a pivotal role in expanding our client base by fostering relationships with key decision-makers and understanding their unique business challenges.

### Your profile

#### **Executive-level Engagement:**

Develop and maintain relationships with C-level executives and decision-makers.

Effectively communicate the value proposition of our Data Centre colocation services to align with clients' business objectives.

#### **Strategic Business Development:**

Identify and target new business opportunities through strategic prospecting and market

analysis.

Leverage commercial acumen to understand clients' financial objectives and propose solutions that deliver measurable value.

### **Solution Consultation:**

Conduct in-depth needs assessments to understand clients' technical and business requirements.

Collaborate with technical teams to develop tailored solutions that address clients' specific challenges.

### **Proposal and Presentation:**

Create compelling proposals and presentations that showcase the unique benefits of our Data Centre colocation services.

Articulate complex technical concepts in a clear and concise manner for executive-level understanding.

### **Negotiation and Deal Closure:**

Lead negotiations with clients to secure agreements that align with their strategic goals.

Meet and exceed sales targets through effective deal management and closing techniques.

### **Market Intelligence:**

Stay abreast of industry trends, competitor offerings, and market dynamics.

Provide valuable insights to internal teams for product and service enhancements

### **About us**

Raxio Group is a platform investing in and building state-of-the-art Tier III data centers across Africa. Through its investments and hands-on approach, Raxio seeks to address the latent demand for critical data center infrastructure that will drive digital transformation across the region. Raxio made its first investments in Uganda and Ethiopia by establishing and

developing state-of-the-art “metro-edge” facilities on the outskirts of Kampala and Addis Ababa. More recently, Raxio has entered the DRC, Côte d’Ivoire, Mozambique, and Tanzania, where it will be building similar facilities with further investments planned across Africa. Raxio currently counts on about 75 professionals across different offices in Amsterdam, Dubai, Nairobi, Kampala, Addis, Maputo, Abidjan, and Kinshasa.

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