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# Sales & Marketing Manager – C&I and Agricultural Products

**Location:** Uganda

**Company:** Nexus Green Ltd

**Reports to:** CEO/Head of Sales

## About Nexus Green

Nexus Green is East Africa's leading renewable energy company, providing innovative solar solutions to government, commercial, and agricultural sectors. As the exclusive distributor for Duracell Solar, Jinko Solar, and JA Solar, we are committed to accelerating green growth and sustainability in the region.

We are looking for a dynamic and highly experienced **Sales & Marketing Manager** to drive growth in the **Commercial & Industrial (C&I) sector and agricultural solar products market in Uganda.**

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## Key Responsibilities

- **Business Development & Sales**
  - Lead sales efforts in the **C&I and agricultural** solar products sector.
  - Identify and develop key business opportunities, securing deals with large commercial and industrial clients.
  - Establish and nurture strong relationships with key decision-makers in the **C&I market in Uganda.**
  - Achieve and exceed revenue targets through strategic sales execution.
- **Marketing & Strategy**
  - Develop and execute marketing strategies to promote Nexus Green's solar solutions for C&I and agriculture.
  - Work closely with the marketing team to enhance brand visibility and engagement in the Uganda market.
  - Organize industry events, trade shows, and client presentations to showcase Nexus Green's solutions.
- **Technical & Market Expertise**
  - Provide expert advice on solar solutions and other energy technologies like **air conditioning and power backup systems.**
  - Stay updated on **market trends, competitor activities, and innovations** in the renewable energy space.
- **Team Leadership & Collaboration**
  - Work closely with the **technical, logistics, and finance teams** to ensure seamless project execution.
  - Support the recruitment and training of sales personnel to strengthen Nexus Green's sales force.



## Required Qualifications & Experience

- **8+ years of experience** in sales and business development in the Uganda market, specifically in **C&I sector**.
  - Strong **existing relationships with key players in the C&I space** (factories, industries, commercial buildings, etc.).
  - **Proven track record** of selling **solar solutions, energy systems, air conditioning, or related technologies**.
  - Experience in the **agriculture** sector is a plus.
  - Minimum of **three professional references**.
  - Strong negotiation, communication, and leadership skills.
  - Ability to **develop and implement strategic sales plans** to drive business growth.
  - Bachelor's degree in Business, Marketing, Engineering, or a related field is preferred.
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## What We Offer

- **Highly competitive salary**
  - **Performance-based bonus & commission**
  - **Comprehensive health insurance**
  - **Company vehicle & fuel allowance**
  - **Career growth in a fast-expanding renewable energy company**
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## How to Apply

Interested candidates should send their **CV, cover letter, and three references** to **hr@nexusgreen.com/+256707998853** with the subject “**Sales & Marketing Manager – C&I & Agriculture**”. Before 17<sup>th</sup> March 2025,

Join Nexus Green and be part of the movement towards a **sustainable, green future in Africa!**

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