



Position: Sales & Marketing Manager

Our Company:

Ideal Group, LLC is a Liberian owned financial consultancy company which specializes in accounting and bookkeeping services and is located at King's Avenue, Monrovia Liberia. The company handles accounting & bookkeeping related services; including but not limited to designing accounting systems, internal auditing, accounting records, developing budgets, preparing financial statements, tax preparation and compliance work, consulting assistance, restructuring and providing advice on matters related to accounting. We are a customer –centered and result driven accounting services firm that provides broad-based services at a reasonable cost to our valued customers. We offer a standard and expert accounting services to all our individual customers, and corporate customers at national and regional levels. Our customers say we always meet and surpass their expectations whenever they hire our services. Our client's best interest always come first, and everything we do is guided by our values and professional ethics. We have professionals who are well experienced in financial consulting services industry with bias in accounting, taxation, bookkeeping and payroll administration. We have demonstrated commitment to sustainability, both individually and as a firm, by actively participating in communities and integrating sustainable business practices wherever possible. We ensure that we hold ourselves accountable to the highest standards by meeting our client's needs precisely and completely. We cultivate a working environment that provides a human, sustainable approach to earning a living, and living in our world, for our partners, employees and for our clients. Our principal objective is to provide clients with cost-effective contract consulting, direct hire/permanent placement, and outsourced HR and bookkeeping resources.

We provide these services to clients in Liberia to enable them to successfully achieve their business goals and objectives. By helping build companies through people, teams, culture, support and feedback, we sit squarely in the middle. We're proactive. We pay attention to detail. We know how to connect the dots. And since 2013, that's exactly what we've been doing.

Joins as

Sales and Marketing Manager

You will be responsible to:

- Manage external research and coordinate all the internal sources of information to retain the company's best customers and attract new ones
- Model demographic information and analyze the volumes of transactional data generated by customer
- Identifies development opportunities; follows up on development leads and contacts; participates in the structuring and financing of projects; assures the completion of development projects.
- Writing winning proposal documents, negotiate fees and rates in line with the company's policy
- Responsible for handling business research, market surveys and feasibility studies for the company

- Responsible for supervising implementation, advocate for the customer's needs, and communicate with clients
- Develop, execute and evaluate new plans for expanding increase sales
- Create new markets cum businesses for the company
- Empower and motivates the sales team to meet and surpass agreed targets

Desired Attributes

- Selling to start-up, small and mid-size businesses
- Working with and selling to small business owners
- Classes in bookkeeping, accounting, or business management are strongly preferred

Requirements

- Associates in Marketing, business or related field, graduate preferred.
- High school diploma with 3+ years relevant sales/marketing experience is required
- Fundamental understanding of Accounting or selling
- 2+ years relevant sales/sales management experience

Salary: Minimum Guarantee wage of \$260 monthly plus commission on sales volume.

Deadline: January 31, 2020

To apply, kindly submit your CV and Motivation letter to jobs@idealgrouplib.com.