

CYBERSECURITY SALES MANAGER: **MAURITIUS**

About DataGroupIT

DataGroupIT is a value-added distributor of cutting-edge cybersecurity solutions across Africa. We create market demand, develop strong distribution channels, and help global vendors expand with minimal risk. With a highly skilled sales and technical team, we operate across West Africa, East Africa, South Africa, and SADC regions, delivering top-tier security solutions to businesses and organizations.

The Opportunity

We are looking for a high-energy, strategic, and customer-focused Sales Manager to expand our business in Mauritius and IOI. You will be responsible for sales strategy & execution, managing key vendor and channel relationships, building pipeline and delivering revenue growth. This role is perfect for a driven sales professional passionate about cybersecurity, adding value and relationship-building. You will work cross-functionally with technical, operational and vendor teams while acting as the main commercial driver and point of contact for all sales-related activity in the region.

Location: Mauritius

Reporting Line: Regional Sales Manager: SADC

What You'll Do

Sales Ownership & Execution

- Own and drive revenue across Mauritius and Indian Ocean islands
- Build and manage a strong pipeline of partners and opportunities.
- Meet or exceed sales targets and growth KPIs per territory.
- Lead all commercial engagements – from pipeline development to closure.

Channel Development

- Grow and enable the regional partner ecosystem
- Develop joint business plans with key resellers and integrators.
- Support partners with deal registration, sales enablement, and go-to-market execution.

Vendor Engagement

- Manage commercial relationships with assigned Tier-1 and Tier-2 vendors.
- Ensure regional alignment with vendor programs, targets, and promotions.
- Drive vendor-led opportunities and co-funded initiatives.

Leadership & Reporting

- Provide accurate sales forecasting and territory reporting.
- Contribute to sales planning, regional budgeting, and quarterly reviews.
- Collaborate closely with internal teams (technical, marketing, renewals, and leadership).

What You Bring

- Proven Sales Experience: 5+ years in IT / Cybersecurity sales with a strong track record of meeting and exceeding targets.
- Territory Familiarity: Experience operating in and selling in Mauritius and IOI.

- Channel & Vendor Know-How: Ability to manage distributor-reseller dynamics and build trusted vendor relationships.
- Commercial Acumen: Strong negotiation skills and the ability to communicate value to all stakeholders (resellers, vendors, enterprise clients).
- Driven & Proactive: A self-starter who takes ownership, delivers results, and thrives in an entrepreneurial environment.
- Languages: English & French

Why Join Us?

- Work with top global cybersecurity vendors in a high-growth sector.
- Be part of a nimble, African-first team that values integrity, results, and innovation.
- Shape the future of IT security across key emerging markets.
- Enjoy flexibility, autonomy, and uncapped growth opportunities.

This is your opportunity to lead technical engagements, drive adoption of cutting-edge cybersecurity solutions to own your success and make an impact in a thriving industry.

🔥 **Ready to take your career to the next level? Apply now! Email your updated CV to debbie@datagroupit.com**