

CYBER SECURITY SALES MANAGER: **GHANA**

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 results-driven Sales Manager to join our team in Ghana. This role is perfect for a driven sales professional who thrives in a fast-paced, high-growth environment and is passionate about cybersecurity, sales and relationship-building.

Location: Ghana

Reports to: Sales Manager: Rest of West Africa

What You'll Do

- Own the Market – Take full responsibility for sales of vendor security products in Ghana.
- Build Strategic Relationships – Develop and manage strong relationships with vendors, partners, and customers to drive long-term business success.
- Deliver Growth – Identify new sales opportunities, present compelling value propositions, and close high-value deals.
- Champion Customer Success – Ensure exceptional post-sale support, troubleshooting, and ongoing communication with customers.
- Train & Enable Partners – Work with vendors to educate channel partners, ensuring they have the knowledge and tools to sell effectively.
- Stay Ahead of the Game – Continuously learn about emerging cybersecurity technologies and trends, positioning yourself as a trusted industry expert.

What You Bring

- 7–10 years of security sales experience – A proven track record of closing deals and driving revenue.
- Technical & Business Acumen – Strong understanding of cybersecurity solutions and their business impact.
- Exceptional Communication Skills – Ability to pitch, present, and influence stakeholders from channel partners to C-level executives.
- Resilience & Tenacity – A proactive, problem-solving mindset with the drive to push through obstacles and win.
- Customer-Centric Approach – A commitment to delivering exceptional service and long-term value to clients.
- Time Management & Agility – Ability to juggle multiple priorities and adapt in a fast-moving environment.

Why Join Us?

- Work with **top global cybersecurity vendors** in an industry that's growing fast.
- Make a real impact in a high-performance, entrepreneurial culture.
- Be part of an African market leader shaping the future of IT security.
- Uncapped potential – The better you perform, the bigger the rewards.

This is more than just a sales job – this is your opportunity to own your success, lead the cybersecurity revolution in Ghana, and make an impact in a thriving industry.

🌟 **Ready to take your sales career to the next level? Apply now!** 🌟

Email your CV to debbie@datagroupit.com

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