

Job Title: IT Sales Officer

Location: Nairobi, Kenya

Company: Good Partners

Reports To: Director, Business Development

Employment Type: Full-Time

About Good Partners

Good Partners is a fast-growing digital innovation firm building cutting-edge solutions that solve real-world problems across Africa. Our flagship products include:

- Vala.ai – an AI-powered knowledge management platform for organizations with vast internal knowledge, improving how NGOs and governments access, reference, and interact with their organizational resources.
- BetterPay – a financial and project management platform for organizations running workshops, events and training programs. It ensures transparency, biometric attendance tracking, and seamless payroll disbursement via mobile money.
- AgriScanAI– an AI-driven mobile platform helping smallholder farmers identify pests, access localized agricultural advice, and connect to markets and financing in local languages.

Role Summary

We are seeking a smart, ambitious, and tech-savvy Business IT Sales Officer to grow our footprint across Kenya and the region. You will lead B2B sales efforts, targeting NGOs, governments, and development agencies. If you're passionate about how AI and digital tools can transform sectors like humanitarian aid, health, agriculture, finance, and governance, this role is for you.

Key Responsibilities

- Develop and execute sales strategies for Vala.ai, BetterPay, and AgriScanAI in line with company targets.
- Identify and engage prospective clients including NGOs, government institutions, donors, and private sector actors.
- Understand client pain points and map product features to value-based solutions.

- Conduct client demos, pitches, and proof-of-concept engagements.
- Manage end-to-end sales pipeline—lead generation, qualification, negotiation, and closing.
- Prepare and present proposals, pricing, and partnership models.
- Collaborate with product, marketing, and tech teams to refine go-to-market strategies.
- Keep accurate sales reports and provide market intelligence to inform product development.
- Represent the company at conferences, demos, and stakeholder events.

Qualifications

- Bachelor's degree in Business IT, or related field.
- 2–5 years experience in B2B tech sales or enterprise solution sales.
- Experience selling to NGOs, donors, government, or agriculture/health-related sectors is a strong advantage.
- Familiarity with digital platforms, AI, or SaaS tools.
- Strong presentation, negotiation, and relationship-building skills.
- Proven ability to work independently and meet revenue targets.
- Comfortable navigating both startup and institutional environments.

Nice-to-Have

- Understanding of NGO ecosystems and/or public sector procurement .
- Experience in product positioning for early-stage tech solutions.
- Knowledge of CRM tools such as HubSpot or Zoho CRM.

How to Apply

Please submit your application letter and CV as attachments here: [Business IT Sales Officer Application Form](#)

Applications will be reviewed on a rolling basis with an application deadline of **5th September 2025**.

Good Partners is an equal opportunity employer and does not ask for fees at any stage of the recruitment process. Successful candidates must abide by Good Partners Anti-Fraud & Bribery Policy and Safeguarding Policy, including protection of children and vulnerable adults.