

Job Title: Sales Manager – Southern and Eastern Africa

Location: Remote (Southern and Eastern Africa region)

Contract Type: Full-time

Compensation: Base salary + competitive commission

Reports to: Chief Commercial Officer

Languages Required: English (additional regional languages an advantage)

About **unconnected.org**

unconnected.org is a global organisation working to bridge the digital divide by enabling meaningful and sustainable connectivity for underserved and low-income communities. Through our **Impact Marketplace**, we provide affordable access to satellite backhaul, connectivity hardware, software, solar power solutions and financing. We partner with Internet Service Providers (ISPs), local entrepreneurs, NGOs and governments to deploy cost-effective community networks with strong return on investment and long-term impact. Our mission is to enable millions of people to access education, healthcare and digital opportunities across Africa, Latin America and Asia.

Role Purpose

We are seeking a motivated and impact-driven Sales Manager for Southern Africa to grow our telecom partner network and drive adoption of the unconnected.org Impact Marketplace across the region. This role involves building strong commercial relationships with ISPs, system integrators and channel partners, identifying business opportunities and supporting partners to expand affordable connectivity in rural and underserved areas.

We are specifically looking for someone who not only has strong relationships across the ISP ecosystem, but who can also can support partners to use our solutions to expand network footprint into regions that are traditionally seen as unprofitable, creating viable ROI through sustainable business models. In addition, this person will play a key role in bringing new impact-focused opportunities and solution partners into our Marketplace, strengthening the ecosystem of technology and service providers working to close the digital divide.

This role suits someone who understands the connectivity ecosystem in Africa, has established industry networks and wants to use their commercial experience to drive meaningful change, not just sell products.

Key Responsibilities

- Develop and grow a pipeline of ISP and channel partners across Southern Africa. Build and manage strategic partnerships to enable affordable network expansion in low-income and rural regions.
- Promote unconnected.org's Impact Marketplace offerings, including Starlink backhaul, hardware bundles, billing systems, Wi-Fi solutions, power systems and financing options.
- Understand partner requirements and recommend tailored solutions that drive commercial viability and impact.
- Negotiate commercial agreements and manage the full sales cycle from outreach to closing.
- Collaborate closely with technical and deployment teams to ensure partner success.
- Represent unconnected.org at industry events, conferences and partner meetings in the region.
- Identify new business models, market opportunities and ecosystem partnership strategies.
Work independently while meeting growth and revenue targets.
- Contribute to unconnected.org's mission of enabling sustainable digital inclusion across Africa.

Required Qualifications and Experience

- Minimum 7 years experience in sales, business development or channel partnerships in the **telecommunications, ISP or connectivity sector in Africa**.
- Proven relationships with ISPs, telecom distributors or connectivity service providers in Southern Africa.
- Strong understanding of network infrastructure, satellite connectivity, wireless deployments or last-mile solutions.
- Commercial negotiation and contract management experience.
- Proven track record of meeting revenue or growth targets.
- Comfortable working in a fast-paced, mission-driven organisation.
- Ability to work remotely and manage your own pipeline.
- Excellent communication and presentation skills.

- Fluent in English (additional languages are an advantage).
- Willingness to travel within the region regularly.

Desirable Experience

- Experience selling to rural ISPs, WISPs, network operators, system integrators, government and NGOs
- Contacts in the satellite, MNO, MVNO, Fibre and telecom hardware ecosystem
- Experience with marketplace or channel sales
- Knowledge of financing models for infrastructure growth
- Familiarity with impact or development programs a plus

Personal Attributes

- Entrepreneurial and proactive
- Strong relationship builder
- Purpose-driven with a passion for digital inclusion
- Persistent and results-oriented
- Problem solver with solution design mindset
- Collaborative and team focused
- Ability to work alone and remotely

How to Apply

Please send your CV and a short motivation statement to **careers@unconnected.org** with the subject line:

“Sales Manager – Southern Africa”.