GRADELY

Sales Manager

📍 Fully Remote 🏥 HMO Included 💰 ₦250,000 – ₦300,000/month + Performance Bonuses

About the Role

Gradely is looking for a Sales Manager who is, at their core, a closer. This is a high-performance, results-driven role where you will speak with parents daily, understand their children's learning needs, and confidently guide them to take action. You will not be measured by how busy you are — you will be measured by outcomes.

The right person for this role does not need to be told to pick up the phone. They are self-motivated, sharp, and energised by the challenge of turning a conversation into a commitment. They listen well, communicate with clarity and conviction, and know how to build trust quickly — because in sales, trust is everything.

If you are someone who thrives under pressure, loves the energy of a great pitch, and refuses to leave a good lead on the table — this role was written for you.

What You'll Do

- Make a high volume of outbound calls daily to warm and cold leads, parents who are looking for better learning outcomes for their children.
- Understand each parent's situation deeply and position Gradely's offerings as the clear, compelling solution to their child's needs.
- Guide prospects through the sales funnel with confidence, from first contact to close.
- Follow up consistently and strategically, knowing when to push and when to give space.
- Log all interactions, outcomes, and pipeline updates accurately in the CRM.
- Identify patterns in objections and proactively develop responses and strategies to overcome them.
- Meet and exceed daily, weekly, and monthly sales targets, consistently.
- Collaborate with the Senior Sales Manager to refine scripts, improve conversion rates, and share what's working.
- Represent Gradely with professionalism, warmth, and energy in every single interaction.

What We're Looking For

We are looking for someone with a minimum of 2–3 years of experience in a sales, telesales, or customer-facing role — ideally in a fast-paced, target-driven environment.

Experience selling to consumers (B2C) is a strong advantage, and familiarity with the Diaspora market is a plus. If you have sold education, fintech, or subscription-based products before, we would love to hear from you.

That said, we care far more about your track record and attitude than your CV. If you can prove you close, we are listening. Here is what that looks like:

- Excellent spoken and written English, you communicate with clarity, confidence, and charisma.

- A natural ability to build rapport quickly and make people feel genuinely heard and understood.
- Strong persuasion and negotiation skills, you know how to present value, handle objections, and ask for the close.
- A proactive, self-starting mindset, you do not wait to be told what to do. You identify what needs to happen and you make it happen.
- Fast thinking and strong decision-making, you can read a conversation in real time and adapt your approach without losing your footing.
- High emotional intelligence, you know how to meet people where they are and adjust your energy accordingly.
- A results-first mentality, activity without outcomes does not excite you. Closing does.
- Experience in an outbound sales or customer-facing role, ideally in a high-volume environment.
- Comfort with CRM tools and a discipline for accurate record-keeping.
- Resilience, you can handle rejection, shake it off, and get back on the phone with the same energy.

You Will Thrive Here If You…

- Love talking to people and are genuinely energised by meaningful conversations.
- Take personal ownership of your numbers and do not make excuses when targets are missed.
- Are competitive, not with your colleagues, but with your own personal best.
- Are curious and always looking for ways to sharpen your pitch and improve your approach.
- Can work independently without needing constant supervision or motivation from outside.
- See every objection as an opportunity, and every closed deal as proof of what is possible.

Compensation

- Base salary: ₦250,000 – ₦300,000 per month (based on experience).
- Performance bonuses tied to deals closed — the more you close, the more you earn.
- HMO health insurance coverage.
- Fully remote — work from anywhere in Nigeria.

About Gradely

Gradely is an edtech startup using AI to personalise learning for K-12 students. We help schools and parents identify learning gaps in real time and provide targeted interventions so every child can achieve mastery.

We are a lean, mission-driven team building the future of education in Africa, and we need great people to help us grow.

Apply here.