TALENTS PLUS CONSEILS Benin, a Consulting firm specializing in Human Resources Management, is recruiting for the Afrikan Ceramics Solutions (ACS):

ONE (01) SALES & MARKETING RELATIONSHIP OFFICER (M/F) (REF: TPC-1126R03SMRO)

Location: Cotonou, Benin with regular site and client visits

MISSIONS AND RESPONSIBILITIES:

The Sales & Marketing Relationship Officer responsibilities include the following:

1. Meet specifiers and showcase Elano Tiles

- Meet contractors, architects and interior designers regularly at their offices, sites and our showroom;
- Present Elano Tiles collections and clearly explain product features, technical specs and benefits;
- Recommend the right tiles for each project's design, use and budget.

2. Win project mandates

- Get Elano Tiles specified and approved in project designs and tenders;
- Track projects from design stage to purchase and convert mandates into orders;
- Prepare quotations and negotiate terms with clients.

3. Deliver B2B sales targets

- Achieve monthly and quarterly sales targets for B2B categories: projects, contractors and institutional clients;
- Build a strong pipeline of upcoming residential, commercial and infrastructure projects;
- Follow up on payments with the finance team;

4. Build relationships and the brand

- Build long-term relationships with architects, designers and construction contractors;
- Organize showroom visits, product launches and specifier events;
- Share market feedback, competitor activity and design trends with management.

5. Reporting

- Keep client, project and pipeline records up to date;
- Submit weekly activity reports and monthly sales reports.

Job Profile:

- Hold a Bachelor's Degree in Business Administration, Sales and Marketing, Marketing Management, Commercial Management, Architecture, Civil Engineering or any other related field.;
- Have 7–10 years in sales, business development, B2B sales or key account management;
- Have an experience in infrastructure, building materials or consumer goods;
- Have a track record of meeting B2B sales targets;
- Have an existing network of architects, interior designers and construction contractors will be highly valued;

- Be presentable and professional, with strong persuasion skills;
- Be able to explain product features and benefits clearly and convincingly;
- Have the ability to work independently, to organize field activities and manage priorities effectively;
- Be fluent in French, both spoken and written. Working knowledge of English will be an advantage;
- Have working knowledge of CRM software;
- Have a good command of Excel and PowerPoint.

Is this profile yours?

Please send your application file by email, specifying the job title in the subject line: **ONE (01) SALES & MARKETING RELATIONSHIP OFFICER (M/F) (REF: TPC-1126R03SMRO)** to the following address:recrutement@talentsplusafrique.com

An acknowledgement of receipt will be sent to you upon receipt of the application file, however if you do not receive the said acknowledgement of receipt, please resend the email.

DOCUMENTS TO PROVIDE:

- A cover letter addressed to the Managing Director of TALENTS PLUS CONSEILS specifying the position and its reference (including your availability and your salary expectations);
- A detailed Curriculum Vitae (Resume);
- Copies of diplomas and certificates justifying experience;
- A copy of the valid identity document.

(Any application that does not comply with this requirement will be rejected outright).

NOTE.:

- By submitting your application, you also give us your consent for the collection, storage, processing of your personal data.
- You can exercise your right to object at any stage of the process.

Deadline for submission: **November 22nd, 2026**

For more information: 00 229 01 95 10 91 51 / www.talentsplusafrique.com