



WE ARE HIRING

Enterprise Business Manager



EXTERNAL ADVERT

Eswatini Mobile is currently seeking to recruit a competent individual to fill the position of **Enterprise Business Manager**.

ROLE OVERVIEW:

This is a high-impact, senior commercial role at the heart of our enterprise growth agenda. As Enterprise Business Manager, you will own the end-to-end enterprise sales cycle, from prospecting and pipeline development to contract negotiation and long-term account expansion. You will lead a dedicated enterprise team, manage a portfolio of high-value corporate and institutional clients, and report directly to the Head of Commercial.

KEY RESPONSIBILITIES:

- Drive enterprise revenue growth and achieve defined acquisition and retention targets.
- Build and manage long-term relationships with key corporate, government, and institutional accounts.
- Develop and execute account plans, pipeline strategies, and go-to-market proposals for the enterprise segment.
- Lead, coach, and performance-manage the enterprise sales team to deliver against KPIs.
- Oversee P&L for the enterprise portfolio, including budgeting, forecasting, and margin management.
- Identify new business opportunities and strategic partnerships to expand the enterprise base.
- Collaborate with product, marketing, and technical teams to deliver tailored enterprise solutions.
- Represent Eswatini Mobile at executive-level client engagements and industry forums.

QUALIFICATIONS & EXPERIENCE

- Bachelor's Degree in Business Administration, Marketing, Commerce, or a related field.
- Minimum 5 years' experience in sales, with at least 4 years in enterprise or key account management.
- Minimum 2 years of direct people management or team leadership experience.
- Demonstrated ability to manage P&L, budgets, and financial forecasts.
- Experience managing complex enterprise implementations or large-scale solution projects.
- Proficiency in CRM platforms (e.g. Salesforce) and the Microsoft Office Suite.
- Membership of a recognised professional body is advantageous.



EMBRACE CHANGE

TEAMWORK

COMMITMENT

AGILITY

ACCOUNTABILITY



EMBRACE CHANGE

TEAMWORK

COMMITMENT

AGILITY

ACCOUNTABILITY

CORE COMPETENCIES

- Strategic leadership and commercial vision
- Financial and operational acumen
- Persuasive communication and executive stakeholder engagement
- High integrity and strong attention to detail
- Resilience, drive, and a competitive winning mindset

WHAT WE OFFER:

- Competitive salary and benefits.
- Opportunities for professional growth and innovation.
- A young, dynamic, and ambitious team culture

HOW TO APPLY:

Please send your CV, Certified copies of relevant academic qualifications, and cover letter to recruitment@eswatini-mobile.co.sz by **18 April 2026**. Please use the subject line: **"Application — Enterprise Business Manager"** when submitting by email.

