



LIFECARE CONNECT

AN ANCESTRA GROUP COMPANY · NIGERIA & AFRICA

WE'RE HIRING

Sales and Marketing Manager

LOCATION Uyo, Akwa Ibom State, Nigeria (on-site)	EMPLOYMENT TYPE Full-time, permanent
DEPARTMENT Sales & Business Development	REPORTS TO Business Development Team
APPLICATION WINDOW 1 November – 31 December 2026	TARGET START DATE 4 January 2027

ABOUT LIFECARE CONNECT

LifeCare Connect Nigeria Limited is the CAC-registered umbrella commercial entity through which every Group platform is marketed, contracted and delivered in Nigeria and across Africa. It sits under the Ancestra Group parent brand, alongside LifeCare Medical Group. The Group operates five platforms, three of them in active focus: Ancestra Health (a full health-tech suite — Telehealth, EHR, ClinicOS, Hospital Management OS, Lab Management OS), QualiSentinel (a quality-management SaaS product, also offered as an outsourced Quality Management as a Service), and JAPAC Accreditation (laboratory, testing and certification-body accreditation services). Two further platforms, OneHealth Sentinel and NCD Sentinel, are secondary, longer-lead opportunities pursued primarily through a government and public-sector sales motion. Contracts, invoicing and local employment all run through LifeCare Connect — there is no separate Employer of Record. We are opening our founding operations base in Uyo, Akwa Ibom State, with a start date targeted for January 2027, and are building the launch team that will get every part of that office running from day one.

ROLE OVERVIEW

The Sales and Marketing Manager drives go-to-market execution across the Group's three active platforms — Ancestra Health, QualiSentinel and JAPAC Accreditation — owning the full Sales & Business Development SOP series from first lead contact through signed contract and ongoing account management.

KEY RESPONSIBILITIES

- Own the Sales & Business Development SOP series: lead generation and qualification, proposal and quotation control, and contract negotiation and terms authority.
- Own win/loss handoff and opportunity-record control, client relationship and account review, and sales pipeline reporting and forecast control.
- Hold authority to offer standard discounts, payment terms or exclusivity within approved tiers ahead of formal contract review.

- Own Sales-specific nonconformity and corrective action handling, support internal audits of sales records, and provide Sales' input to the Company-Wide Management Review.
- Drive go-to-market execution across Ancestra Health, QualiSentinel (Quality Management as a Service) and JAPAC Accreditation.
- Lead the Uyo-based sales team's client relationship management and pipeline development, including coordination of the government/public-sector sales motion for OneHealth Sentinel and NCD Sentinel.
- Partner with the Social Media Manager on brand and lead-generation campaigns.

REQUIREMENTS & QUALIFICATIONS

- Bachelor's degree in Business, Marketing or a related field.
- A minimum of 5 years' B2B sales or business development experience, ideally in health-tech, SaaS or professional/quality services.
- A proven track record building and managing a sales pipeline and closing enterprise or institutional contracts.
- Experience with government or public-sector sales is an advantage.
- Strong negotiation, CRM and reporting skills.

WHAT WE OFFER

- Ownership of go-to-market strategy across a genuinely differentiated, multi-platform portfolio.
- A documented sales-control framework to build a pipeline on from the Uyo launch.
- Direct exposure to both commercial and government sales motions.

HOW TO APPLY

Send your CV and a short cover note to careers@lifecareconnect.ng with the position title in the subject line. Applications are reviewed on a rolling basis; early applications are encouraged as interviews may begin before the window closes.

Compensation: Competitive salary, commensurate with experience.