

COUNTRY GTM LEAD — NIGERIA (FOUNDING) OryonTech Innovation Solutions Ltd Lagos or Abuja · Full-time · On the ground, cluster travel required

Country GTM Lead — Nigeria (Founding)

WHO WE ARE

We build Agent as a Service, a WhatsApp-native AI agent that turns customer conversations into orders, bookings and payments for Nigerian SMEs. We are live, with merchants transacting on the platform, and moving toward public launch. Lean, senior team. Backed by real product, not slideware.

WHY THIS ROLE EXISTS

We have a product that works and merchants who use it. What we do not yet have is a repeatable, proven motion to acquire Nigerian SME merchants and get them actively transacting.

That is your mandate. You own Nigeria GTM execution, the field motion, and the revenue number. This is a founding hire reporting directly to the CEO.

WHAT YOU OWN

The Nigeria revenue number. Merchant acquisition and, above all, merchant activation. Merchants running real transactions, not just signing up.

The field motion. Building and proving a repeatable closing playbook for small businesses that use WhatsApp as part of their operations. In person, not just cold digital.

The sales team. Managing and coaching the current rep and the reps you will help us hire once the motion is proven. You set targets, run the pipeline, own the numbers.

Trust and community. Standing up our community and webinar motion as a trust-building engine that feeds pipeline. In this market, merchants buy from names they know and trust.

Merchant targeting. Sharpening who we go after. Our best merchants run a small, defined set of products with real recurring demand and grow their usage over time. You refine that profile and aim the team at merchants who convert and stay.

| YOUR FIRST 90 DAYS

Weeks 1 to 4: In the clusters. Run and observe closes yourself. Diagnose exactly where deals die and why merchants go idle after onboarding. Come back with a written, evidence-based read on our current motion.

Weeks 5 to 8: Design and start testing a repeatable closing and activation playbook. Prove it with real closes you and the current rep execute.

Weeks 9 to 12: Show a motion that works well enough to hire into. Define the rep profile, targets and comp structure for scaling the team.

| WHO YOU ARE (NON-NEGOTIABLE)

5+ years in sales/GTM, including 2+ years selling to or distributing among Nigerian SMEs. Demonstrated results matter more than years. If you've built and closed a Nigerian SME motion, apply regardless of tenure.

You have personally closed and activated Nigerian SME merchants. Small traders, market merchants, cooperatives, small retailers. You know how these owners think, what earns their trust, and what makes them say yes and mean it. This is the single most important requirement. Please do not apply without it.

You have built a sales motion from near-zero, not just run one someone else designed. Founding or early-stage sales experience, not enterprise sales-machine experience.

You are boots on the ground. You will be in the markets, not behind a desk. Lagos or Abuja based, willing to travel to clusters.

You have managed and coached reps and owned a revenue number.

Bonus: experience selling SaaS, fintech, or WhatsApp or payments-adjacent products to African SMEs.

WHO YOU ARE (THE INTANGIBLE)

You are relentless about the number and honest about what is not working. You would rather tell the CEO a hard truth backed by evidence than a comfortable story. You move fast, you are in the field, and you treat this like your own company. This is an intense, high-accountability role reporting to a CEO who stays close to the work.

WHAT SUCCESS LOOKS LIKE

Month 3: a proven, repeatable acquisition-and-activation motion, documented, with real merchant closes behind it.

Month 6: a scaled team running that motion, a growing base of actively transacting merchants, and OryonTech becoming a name merchants in the clusters recognize.

COMPENSATION

Base pay range: ₦700,000 - ₦1,000,000 per month.

Uncapped performance bonuses tied to merchant activation. You earn when merchants actually use the platform, not when they sign up. Strong performers earn significantly above base.

This is built so that the better you do, the more you make, with no ceiling.

HOW TO APPLY

Send your CV and a short note on the Nigerian SME merchants you have personally closed and activated to careers@oryontech.ai. Tell us about one merchant you got live and what it took.