

Join DitropSME as a Business Development Agent

Empowering Nigerian SMEs through technology



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About DitropSME: Driving Progress for Nigerian Businesses

DitropSME is our dedicated digital solutions subsidiary, committed to empowering small and medium-sized enterprises (SMEs) across Nigeria. We provide customized tools and resources to help businesses thrive, partnering with innovative tech startups, leading software vendors, and trusted financial institutions. Our services span technical consultancy, software and hardware support, and unique profit-sharing models, all designed to offer cost-effective, tailored tech solutions. We build strong relationships through personalized consultancy and collaborative programs.

The Problem We Are Solving for Nigerian SMEs

We recognize the significant challenges Nigerian SMEs face in today's dynamic market. Many grapple with limited resources, outdated technology, and the inability to scale effectively, hindering their growth and operational efficiency. This often leads to decreased productivity, increased costs, and a loss of competitiveness against larger players who adapt more swiftly.

DitropSME's services and products are specifically designed to tackle these very issues. By providing scalable, affordable, and innovative technology solutions, we empower businesses to optimize their operations and enhance their competitiveness. Our approach not only resolves immediate operational issues but also strategically positions businesses for sustainable growth and long-term success.



Our Mission & Vision



Our Mission

To simplify everyday life by building a unified platform that delivers essential services from mobility and food to housing and business tools in one seamless experience. At Ditrop, we're committed to creating smart, accessible, and reliable solutions that help people live, work, and grow with ease.

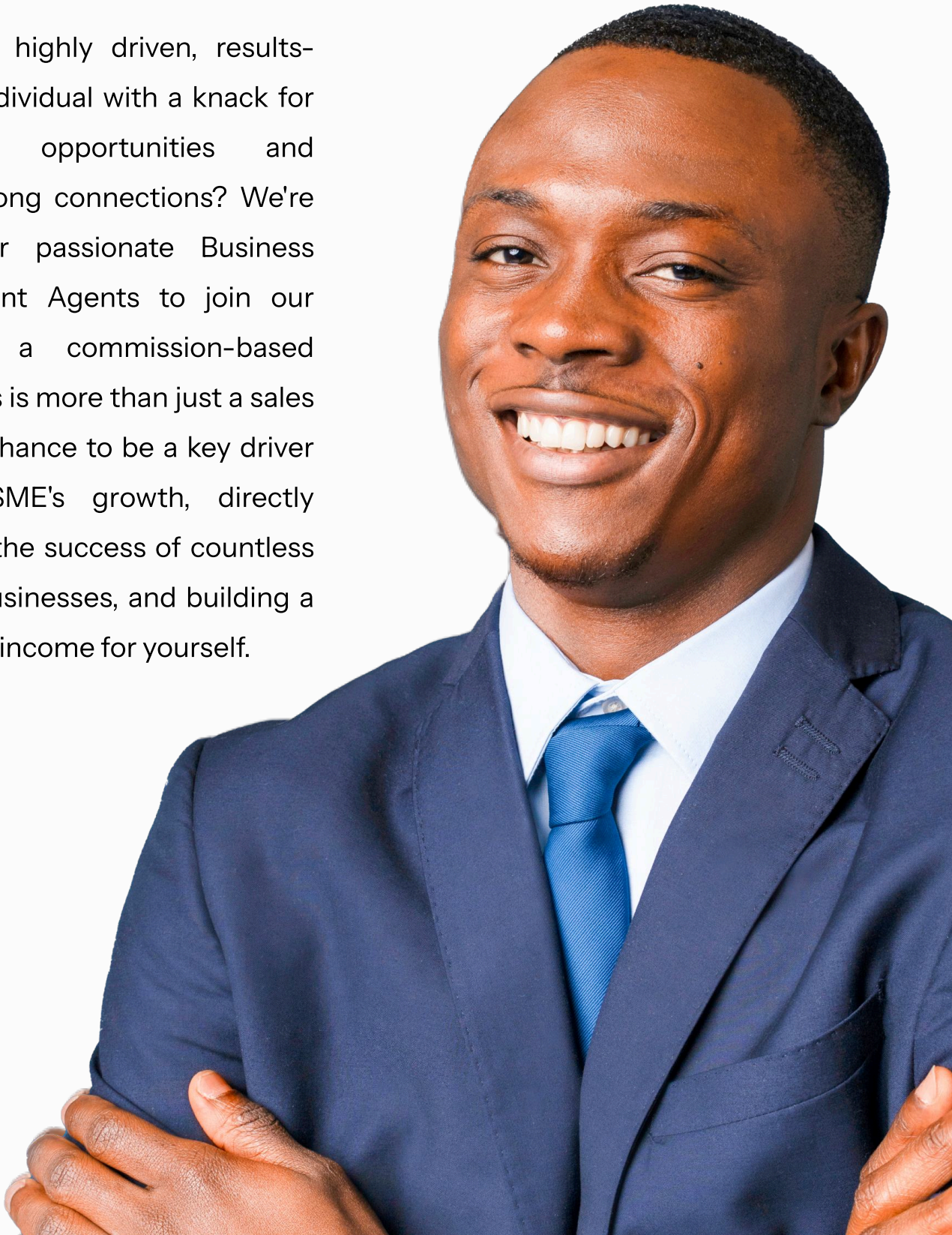


Our Vision

To redefine the everyday living where people can get to access what they need, when they need it, all in one place. We envision a world where convenience isn't a luxury, but a standard powered by technology, driven by purpose, and built for everyone.

The Opportunity: Become a DitropSME Business Development Agent

Are you a highly driven, results-oriented individual with a knack for identifying opportunities and forging strong connections? We're looking for passionate Business Development Agents to join our team on a commission-based model. This is more than just a sales role; it's a chance to be a key driver of DitropSME's growth, directly impacting the success of countless Nigerian businesses, and building a substantial income for yourself.



Key Responsibilities

As a DitropSME Business Development Agent, you will play a crucial role in expanding our client base and delivering our value proposition. Your core responsibilities will include:

- **Client Identification:** Proactively identify and research potential SME clients across various industries in Nigeria who stand to benefit from DitropSME's digital solutions.
- **Value Proposition Delivery:** Expertly present DitropSME's value proposition, clearly articulating how our tailored tech solutions address specific business challenges and drive growth for potential clients.
- **Relationship Building:** Develop strong rapport and build trust with prospective clients, understanding their unique needs and pain points to position DitropSME as their ideal partner.
- **Lead Qualification:** Thoroughly qualify leads based on predefined criteria, including budget, specific needs, and readiness for onboarding, ensuring alignment with DitropSME's offerings.

- **Negotiation:** Lead initial negotiations with potential clients to secure interest and agreement on the scope of partnership.
- **Meeting Coordination:** Schedule final meetings between qualified potential clients and the DitropSME internal team for deeper engagement and deal closure.

Agent Profile: What We Are Looking For

To thrive in this role, you should possess a unique blend of sales acumen, and strong communication skills.

A. Must-Have Qualifications:

- **Proven Sales Acumen:** Demonstrated experience in sales, business development, or direct client acquisition, with a verifiable track record of meeting or exceeding targets.
- **Exceptional Communication:** Outstanding verbal and written communication skills; ability to clearly and persuasively articulate complex solutions.
- **Negotiation Prowess:** Strong negotiation and persuasion skills to effectively close initial interest.
- **Self-Motivated & Disciplined:** High degree of self-motivation, excellent time management, and the ability to work independently to achieve ambitious targets.

- **Client-Centric Mindset:** A genuine passion for helping businesses succeed and a strong understanding of SME challenges in the Nigerian market.
- **Tech Literacy:** Comfortable discussing digital tools and technology solutions at a foundational level.

B. Nice-to-Have Qualifications:

- Prior experience in a sales role or as an independent agent.
- An existing network of SME contacts within Nigeria.
- Background in IT services, software sales, or digital solutions.
- Fluency in additional major Nigerian languages (e.g., Yoruba, Igbo, Hausa) would be a significant advantage.

Earnings

At DitropSME, your hard work and success are directly rewarded. Our transparent and attractive commission structure is designed to provide significant earning potential:

- **Initial Onboarding Bonus:** Receive a substantial one-time lump sum payment for each new client onboarded and subscribed to a DitropSME plan.
- **Recurring Revenue Share:** Earn a continuous recurring payment for every month the client remains subscribed to a DitropSME plan.

DitropSME Plan and Agent Commission Structure

Starter Launchpad

- Plan costs ₦250,000 monthly
- Agent collects ₦50,000 first lump sum
- Agent gets ₦10,000 for every month the client is subscribed to the plan.

Growth Sprout

- Plan costs ₦470,000 monthly
- Agent collects ₦70,000 first lump sum
- Agent gets ₦15,000 for every month the client is subscribed to the plan.

Vision 2 Venture

- Plan costs ₦700,000 monthly
- Agent collects ₦100,000 first lump sum
- Agent gets ₦20,000 for every month the client is subscribed to the plan.

The more clients you bring, the more you earn!



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