

B2B Sales Specialist at Summit Recruitment and Search

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Summit Recruitment & Search was established in to address the recruitment, mass recruitment, executive search, outsourcing and training needs of companies based in Kenya or wanting to enter the Kenyan, East African, South African and African market. We have a leading proven track record in our field in South Africa, Uganda, Ethiopia, Tanzania, Rwanda, Nigeria, Zambia, Ghana and many other African countries. We are able to advise on market trends, training requirements, prevailing salaries and offer a complete HR Solution where necessary.

Key Responsibilities

Actively approach and keep engaged a stream of potential clients through Company's existing database.

Identifying potential customers through research and networking activities, then contacting them to set up meetings or presentations and to understand product need, meeting target price and therefore drive demand.

Developing and maintaining relationships with corporate clients to enhance prospects for future business opportunities.

Creating client proposals based on product information provided by marketing staff members.

Researching market trends to identify opportunities for new products or services that might

appeal to specific clients.

Continuously seek to identify new leads for corporate business and internally by liaising the Operations Manager, gather the necessary information for competitive submissions

Attend and represent the Company at appropriate local and national exhibitions and meetings on forums and participation that is aligned to the Company strategic objectives.

Manage the sales pipeline and source leads by actively feeding back and exhaustively engaging Management team to competitively cost the potential order.

Scheduling appointments with prospective clients to discuss products or services offered by the company and engage Senior Management as may be appropriate for these meetings.

Strive to meet B2B sales targets to drive the attainment of the Company's overall sales targets.

To drive product innovation and identify new markets, liaise with the Supply Chain Manager & Business Development Manager to continuously source new value-added RM that will drive corporate demand in new market segments both locally and internationally.

Drive value-added Raw Material innovation to reach as far as possible the customer proposed price-points whilst delivering the target contribution of product.

Qualifications

Relevant bachelor's degree

At least 3 years work experience as a B2B Sales Specialist.

Work experience in the manufacturing sector is preferred.

Demonstrable Customer Relationship Management (CRM).

Excellent analytical and problem-solving skills.

Excellent written and verbal communication skills.

Ability to meet sales targets.

Good organizational skills to prioritizing tasks and meeting deadlines.

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