

Business Development Executive at Qallann Marketing Agency

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({});

We are a marketing agency. We aim to help grow your business through intentional marketing efforts tailor-made for your business and brand needs.

Responsibilities:

Communicate with prospects to understand their needs and offer solutions to their problems.

Prepare and deliver pitches and presentations to potential new clients.

Respond to/Prepare proposals and estimates for potential clients.

Set up and deliver sales presentations, product/service demonstrations, and other sales actions.

Create positive and lasting relationships with current and potential clients.

Handle inbound, unsolicited prospect contacts (calls, emails, social media enquiries etc) and convert them into paying customers.

Proactively seek new business opportunities in the market.

Set up meetings or calls between (prospective) clients and Account Executives

Stay up-to-date with new products/services and new pricing/payment plans

Suggest upgrades or added products and services that may be of interest to clients.

Requirements:

BSc degree in Marketing, Business Administration or relevant field.

Experience with CRM software – Hubspot.

Excellent communication, negotiation and persuasion skills

Strong decision-making and problem-solving skills

Understanding of sales performance metrics

Solid knowledge of digital marketing principles and techniques

Ability to create and deliver engaging presentations using applications such as MS

PowerPoint, Google Slides, Canva

Bonus points if you have:

Hands-on experience with multiple sales techniques (eg: inbound, outbound, field sales).

Track record of achieving sales quotas

Benefits:

Company phone with internet & airtime

An inclusive employer

Geo-flexible working

An open working culture

Ability to experience a wide variety of company cultures

Learn industry best practices and sales & marketing concepts from experts

[Apply Now](#)

Cross References and Citations:

1. **Business Development Executive at Qallann Marketing Agency AttorneyjobsJobs KenyaAttorneyjobs** ↗
2. **Business Development Executive at Qallann Marketing Agency Searcheruropeanjobs Jobs Kenya Searcheruropeanjobs** ↗
3. **Business Development Executive at Qallann Marketing Agency Ecologyjobs Jobs KenyaEcologyjobs** ↗
4. **Business Development Executive at Qallann Marketing Agency Usajobscareer Jobs KenyaUsajobscareer** ↗
5. **Business Development Executive at Qallann Marketing Agency HairjobsJobs Kenya Hairjobs** ↗
6. **Business Development Executive at Qallann Marketing Agency Internjobs Jobs KenyaInternjobs** ↗
7. **Business Development Executive at Qallann Marketing Agency Helsinkijobs Jobs KenyaHelsinkijobs** ↗
8. **Business Development Executive at Qallann Marketing Agency Studyjobs Jobs KenyaStudyjobs** ↗
9. **Business Development Executive at Qallann Marketing Agency Developerjobs Jobs KenyaDeveloperjobs** ↗
10. **Business Development Executive at Qallann Marketing AgencyNeurologistjobs Jobs Kenya Neurologistjobs** ↗
11. **Business Development Executive at Qallann Marketing AgencyNorwayjobs Jobs KenyaNorwayjobs** ↗
12. **Business Development Executive at Qallann Marketing Agency SearchaustralianjobsJobs Kenya Searchaustralianjobs** ↗
13. **Business Development Executive at Qallann Marketing AgencyJobscareerscentral Jobs Kenya Jobscareerscentral** ↗
14. **Business Development Executive at Qallann Marketing AgencyZoologyjobs Jobs KenyaZoologyjobs** ↗
15. **Business Development Executive at Qallann Marketing AgencySqljobs Jobs Kenya Sqljobs** ↗
16. **Business Development Executive at Qallann Marketing AgencyChemistryjobs Jobs KenyaChemistryjobs** ↗
17. **Business Development Executive at Qallann Marketing AgencyMadinahjobsJobs**

KenyaMadinahjobs ↗

18. Business Development Executive at Qallann Marketing AgencyContentwriterjobs

Jobs Kenya Contentwriterjobs ↗

19. Business development executive at qallann marketing agency Jobs Kenya ↗

20. AMP Version of Business development executive at qallann marketing agency ↗

21. Business development executive at qallann marketing agency Kenya Jobs ↗

22. Business development executive at qallann marketing agency Jobs Kenya ↗

23. Business development executive at qallann marketing agency Job Search ↗

24. Business development executive at qallann marketing agency Search ↗

25. Business development executive at qallann marketing agency Find Jobs ↗

Source<https://ke.expertini.com/jobs/job/business-development-executive-at-qallann-marketin-kenya-jobwebkenya-df74a7f964/>

Generated on: 2024-04-29 by Expertini.Com