

Business Development Manager at Antal International

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Antal International is a global executive recruitment organisation with over offices in more than 30 countries. We have offices in United Kingdom, Austria, Bulgaria, China, Croatia, Cyprus, Czech Republic, Egypt, France, Germany, Ghana, Greece, Hong Kong, Hungary, India, Ireland, Italy, Ivory Coast, Kazakhstan, Kuwait, Luxembourg, Malta, Mexico, Netherlands, Nigeria, Panama, Philippines, Poland, Portugal, Romania, Russia, Singapore, South Africa, Spain, Switzerland, Turkey, UAE

Key Responsibilities Would Include

Carrying out sufficient sales activity, territory coverage and future prospect development to secure orders and achieve personal, annual financial targets;

Maintaining a high level of technical and commercial awareness, curiosity and competence to demonstrate your value to customers and in turn, maximise your personal achievements

Providing accurate and timely information and reporting in the CRM

Working closely with the marketing teams, developing growth targets and appropriate activities.

Understanding customer needs, presenting solutions and creating proposals that clearly identifies our added value to the customer;

Maintaining good knowledge of competitor strategy and activity to identify new areas of

business growth;

Providing excellent service to the customer ensuring they are kept up to date with all progress;

Attend trade shows and/or industry conferences to network, be a guest speaker or promote the business;

Coordinate with all other regional teams as required, sharing best practices and insight.

General Requirements For The Role

Due to the technical nature of selling water treatment chemical solutions, you will have a Science, Environmental or Engineering Degree.

Advantageous personal attributes:

Exceptional verbal and written communication skills;

Strong presentation skills, able to engage people in our technologies, products and services;

Ability to work collaboratively with colleagues and the wider business.

Passionate about customer service with the ability to engage empathetically with our customers problems;

The confidence to successfully negotiate and close a deal;

Proven ability to quickly learn new applications, processes, and procedures;

Sound computer literacy, and ability to use CRM tools such as Salesforce

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