

Business Development Officer at Space and Style Ltd

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Space and Style Ltd is a Kenyan company that has been in operation since , steadily growing to be at the forefront of supply of specialized building solutions. It is through the strength of our products that we have the potential to be market leaders in the building industry in Kenya and the region. **OUR VISION** Our vision is to revolutionize the building and construction industry in the region and to be a market leader in the pioneer of innovative specialized building product concepts. **OUR OBJECTIVE** To partner with builders and suppliers in the provision of specialized building material solutions **MISSION:** To offer high quality affordable environmental friendly building materials and superior customer service **VALUES AND BELIEFS** At the heart of our company is our belief in integrity and professional practice

Responsibilities

This main purpose of this role is to drive sales growth and increase customer base to grow the company's revenue in line with the company's strategic goals.

Knowledge, experience, and qualifications required

Bachelor's degree in commerce, Business Management, Marketing, Strategic Management, or any other related fields.

Minimum 3 years' experience in sales, marketing, or business development.

Experience in the construction industry would be highly desirable.

Competencies

Proven experience in sales and/or marketing and managing relationships with key customers.

In-depth understanding of market research methods and analysis

Solid knowledge of performance reporting and financial/budgeting processes

Commercial awareness partnered with sound knowledge of the construction industry.

Ability to win deals and create a culture of vibrancy and success within the department.

Strong understanding of the construction industry.

Proven track record of building long-lasting customer relationships.

Ability to think strategically alongside a passion to turn strategy into results.

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