

## Chemical Sales Executives (Chemical Raw Materials) at Brites Management

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

Brites Management Services Limited is one of the best leading Recruitment and HR consultancy companies in Nairobi, Kenya. We are registered and incorporated under Companies Act (Cap. ) and we provide a complete range of HR Solutions. Our sole focus is to simplify the complexities of the HR department and help companies concentrate on the core business as we handle HR tasks more efficiently and accurately. We have diverse staff of seasoned professionals who are passionate about value addition to our clients. We deliver our services in a professional manner offering expertise support that amplifies a company's potential by having a systematic process to not only offer the best talents but also other performance monitoring services.

### DUTIES AND RESPONSIBILITIES

Focus on personal sales targets and new business development.

Follow the basic rules laid down in the management systems.

Coordinate customer contacts with respective importance to develop his leads to improve the sales.

Servicing existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.

Qualify and approach new customers allocated to you for development and ensure new wins

every month.

Manage relationships with allocated existing or new customers and ensure business continuity to avoid down trading.

Ensure maximum achievement of all sales interactions as agreed with the field sales manager .i.e. maximum field sales calls

Support in conducting Sales campaigns with targeted customers identified by campaign for each trade lane development.

Enhance teamwork with other sales members by reporting new market trends, competitor's behavioral patterns, undercutting practices and observe any new market entrants.

Daily use of Client relationship management tool to book meetings, companies targeted and ensure monthly targeted opportunities are met.

Market forecasting and analyzation of net profit targets each month on new sales accounts in line with annual targets.

Spotting new business opportunities from projects, multinationals, manufacturers and retail segments of the market.

## **JOB REQUIREMENTS**

Diploma in sales, Marketing or related fields

Minimum 3 years' experience in sales and marketing those with a strong chemical sales background will be given priority

Pleasant personality, strong presentation skills, excellent managerial skills (planning & budgeting, organizing, controlling, etc.)

Decision making & problem solving skills

Experience in Chemical Trading & Sales is a must.

Demonstrated ability to communicate, present and influence effectively at all levels of the organization

Team player

Ability to build strong and long-lasting profitable relationships

Excellent interpersonal skills and disciplined

Must be aggressive, proactive and have a strong business acumen

Strong decision making skills, loyalty to brand & Collaborative skills

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