

Commercial Card Sales Consultant at Paytech Limited

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Paytech Limited is a technology and service provider for payment and revenue collection solutions in the transportation and retail sectors. The company is based in Nairobi, Kenya. Paytech is a Scheidt & Bachmann partner and is authorized to provide their complete range of products, key among them being Parking Access Control and Revenue Collection System in the African market. Paytech has supplied and supports the Parking Access Control and Revenue Collection System to some of the largest car parks in the region. Vision: To be the go-to technology and service provider for innovative payment and revenue collection solutions in the transportation and retail industry in Africa. Mission Enhancing customer experience through innovative technology. Core Values Honesty and Integrity Innovation Growth Leadership / Impact Customer service Mentorship and empowerment

Responsibilities

Develop sales content (e.g., e-mail templates, script guidelines, etc.)

Identify and prioritize prospects lists

Lead sales discussions and pitch Client's products to end customers

Support operational onboarding of new customers

Follow up with onboarded customers to ensure activation and first usage

Review and recommend improvements to the performance management framework

Monitor results and propose improvement measures

Report results to C suite/ Senior Management

Develop training manuals for the various stages of the sales cycle

Conduct periodic training sessions to the sales force

Provide regular status updates to Client's management on progress against KPIs, through:

Progress update meetings

Steering committee meetings

Regular reporting on progress status

Work closely with corporate RMs/unit heads on client introductions and support

Work with client stakeholders (CAD, operations, policy etc.) to maximize commercial cards sales and client onboarding

Engage with Visa product teams on enablers to support sales efforts

Qualifications/ expectations required:

Strong understanding of the commercial and corporate cards business spanning different industries example (Travel, Oil & Gas, Education, etc...) (required)

Relevant sales and business development experience in commercial cards (required)

Proven project management skills (preferred)

Strong collaborator, results driven and high level of energy & initiative

People management skills

Excellent written and verbal communication in English

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