

COUNTY SALES REPRESENTATIVES

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Company: Mcarfix Limited

Location: Nairobi

Category: Business-and-Financial-Operations

We are urgently looking for County Sales Representatives in the following counties: Nairobi Kiambu Town Thika Murang'a Town Nyeri Kerugoya Embu Nakuru Naivasha Mombasa Voi Kakamega Kisumu Meru Nyahururu Nanyuki Garissa Narok Eldoret

The Opportunity:

SkyTOP Mcarfix Ltd is looking to hire ambitious and committed County Sales Representatives to drive the acquisition and management of the Company's business in their respective countries. The role needs strong business acumen and strategic management, strong entrepreneurial spirit and influencing skills as we are an evolving organization in the technology sector.

About mCarFix: mCarFix is an integrated software platform that links up motorists and car owners with players and stakeholders in the motor vehicle sector such as mechanics, auto stockists, insurance providers and motor vehicle dealers in order to seamlessly resolve motor vehicle problems. It consists of eight software applications and modules which are designed to be used globally.

Duties and Responsibilities As County Sales Representative your primary responsibilities will be:

1. Identify, evaluate and verify subscribers and prospective customers within the motor vehicle ecosystem for sign-up in the mCarFix Platform
2. Meet daily, monthly, weekly, quarterly and yearly sales targets
3. Ensure 100% customer retention
4. Drive B2B territory sales with focus on prospecting, presenting, and selling our solutions to new small, medium-sized and large businesses thereby generating net new revenue while growing existing revenue
5. Uncover and understand customer requirements in order to recommend and effectively sell the Company's products and solutions
6. Market the company's products to all players in the motor vehicle ecosystem including; motorists, spare parts dealers, motor vehicle insurance

providers, motor vehicle dealers, Logbook financiers etc. 7. Provide top-level and customer experience and support 8. Develop and maintain country account plans and detailed financial forecasts 9. Create and present accurate sales forecasts, and achieves sales targets 10. When required, provide critical information key in enabling the company carry out its business in the county 11. Any other duties as may be allocated from time to time

Minimum Qualifications

- Relevant College Degree
- 5+ years' sales experience selling technology solutions
- Previous B2B sales experience
- Experience in accurately forecasting and reporting on territory /account activity
- Excellent communication skills- written and oral
- Should have a well-equipped office with reliable internet and should preferably own a car
- Conversant in the use of Microsoft Teams, Skype and Google Zoom online platforms
- Must have sound business acumen
- Must be a bona fide resident of the County for which the position is advertised.

Critical Skills Account planning (including account profiling), account positioning strategy, customer needs analysis, business justifications, sales opportunity development, service improvement planning, and long-range account management strategies

Key Performance Indicators

- Meet monthly, quarterly and yearly sales targets
- Growth in lead generation
- Consistent growth in new customer acquisition
- Consistent growth in populating the ecosystem
- Ensure 100% customer retention

How to Apply

Interested and qualified persons are invited to send their cover letter, CV and copies of certificates to hr@mcifix.com Insert the position you are applying for as the subject of your email Please note that applications shall be processed on a first-come-first served basis. While we appreciate all interest in working with us, due to the number of applications we receive, we regret that only shortlisted candidates shall be contacted. "We are an equal opportunity employer"

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