

Customer Sales Manager

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Company: Jelocorp

Location: Kenya

Category: other-general

Overall Description: Responsible for the business operation of the unit and surrounding countries' enterprise business to achieve business goals and maximize profitability. Develop strategic plans to acquire customers and explore new markets.

Responsibilities:

- 1 . Work closely with the sales team of the unit and assist in supporting sales engineers.
- 2 . Responsible for communicating with existing and potential customers to understand their overall strategies and key business drivers.
- 3 . Develop roadmaps with customers to facilitate the implementation of company solutions (network services, integrated solutions, IT procurement, value-added services, etc.).
- 4 . Develop multi-level customer relationships, drive innovative solutions, and provide value/benefits for customer business needs.
- 5 . Maintain good long-term cooperative relationships with customers.
- 6 . Responsible for regularly analyzing competitors' dynamics to understand the impact of market trends on potential customers and proactively explore market opportunities.
- 7 . Provide consulting services as needed, strengthen customer relationships by demonstrating the company's knowledge value and advisory capabilities.

- 8 . Work with customers to resolve communication-related issues through quality analysis.
- 9 . Build sales templates and support agreements, etc.
10. After-sales support, including service performance evaluation, contract renewal negotiations, process improvement, etc.
11. Review and analyze market conditions and report to senior management regularly.

Requirements:

- 1 . Bachelor's degree or above.
- 2 . At least 5 years of experience in the telecommunications industry or system integration, experience in the African region is preferred.
- 3 . Positive mindset, results-oriented, self-motivated, hardworking, and able to handle pressure.
- 4 . Excellent interpersonal and communication skills, excellent written and spoken English.
- 5 . At least 3 years of experience in consulting, direct sales, and customer management in large Chinese multinational companies, with significant customer relationships.
- 6 . Record of achieving sales targets.
- 7 . Experience in creating overall solutions for customers based on their business and IT plans.

**If no feedback/response is given within 2 weeks consider the application unsuccessful.
Alternatively send your CV to gary@Jelocorp.com.**

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