

DIGITAL SALES REPRESENTATIVES

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Company: Mcarfix Limited

Location: Nairobi

Category: Business-and-Financial-Operations

As a Digital Sales Representative, you shall be responsible for consistently bringing in new business for the company via inbound and outbound initiatives over digital platforms, proposing our software solutions to individuals and businesses across all industries in various territories around the globe, the ultimate goal being to generate consistently increasing Sales revenue through and using digital platforms and tools. Reporting to the Digital Marketing Head, the main roles of this position include:

1. Generate revenue by meeting/exceeding established daily, weekly, monthly, quarterly and yearly sales targets through leveraging digital platforms and social media
2. Convert installs from Google Playstore and other social media platforms to paid-up sign-ups
3. Seek out subscribers from the motor vehicle sector including stockists, dealers, bazaars etc.
4. Maintain and expand the database of prospects within the pipeline
5. Collate responses through the selling stages from identified to closed
6. Collect, organize and share market information to improve service delivery and execution
7. Have thorough, unassailable product knowledge
8. Execute flawless sales pitches
9. Ensure prompt payments by customers
10. Handling customer issues and escalating them accordingly
11. Acquire new business for the company as well as maintain current business relationships with existing clients
12. Manage the entire sales and service cycle from finding a client to securing a deal, retaining, and growing the client and its book of business
13. Provide on-going training, product updates, campaign reporting, all optimization efforts and campaign renewals while executing a clear path ensuring sales and client success
14. Work collaboratively with team members to drive revenue
15. Demonstrate thought leadership with customers and stay apprised of the

industry trends by effectively and appropriately engaging social media sites 16. Maintain our brand's online presence and sales by working on various marketing campaigns 17. Work with the rest of the sales and marketing team on developing proposals and digital strategies, engaging daily, weekly and ad hoc sales calls and developing opportunities that drive customer results 18. Any other duties as may be assigned from time to time

Skills and Qualifications for this position include:

- Good knowledge of social media marketing and best practices
- Relevant qualifications in Digital Marketing
- 5+ years of work experience working in a corporate environment in a similar position
- Brought in revenues of over KES1 Million through digital sales monthly (KES 12 million a year)
- Good verbal and written communication skills
- Practical experience in a client-facing position
- Negotiation and closing proficiency
- Strong client service relationship-building skills

Key Performance Indicators

- Achieve 100% of the daily, weekly, monthly and yearly paid-up Sales targets
- Achieve 100% of the set target for number of qualified leads per day, week, month and year
- Achieve 100% set targets for retentions and signups for each month
- Achieve set targets in the ecosystem and maintain optimal numbers

How to Apply

Interested and qualified persons are invited to send their cover letter, CV and copies of certificates to hr@mcарfix.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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