

## Field Sales Executives at Username Investment Limited

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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Username Investment Limited is the leading Kenyan based real-estate development and Investment Company. We desire to provide the current and upcoming generations with a place they can call home.

### Responsibilities

Username Investment Ltd. is seeking to recruit competent, passionate Field Sales Executives with a bold personality and excellent interpersonal skills who will be based in Nairobi or Nakuru. Experience in sales/promotions is an added advantage.

Develop and cultivate new leads within the assigned territory, brief clients about products, follow up on them, the location, benefits, prices and payment methods and plans.

Maintain records of all sales leads and/or customer accounts.

Represent the brand during all customer and prospect interactions.

Educate customers on how products or services can benefit them financially and professionally.

Keep in touch with clients to build a good relationship and strengthen the image of the company.

In liaison with Client Relationship Managers, book and confirm clients going to site for site visits.

In liaison with Client Relationship Manager, facilitate the plot booking process for clients and all other documents.

Come up with personal initiatives to promote sale of products.

Preparation of daily, weekly and monthly report detailing the activities, leads collected, sales, challenges faced and recommendations and send to the Supervisor.

Perform any other duties as may be prescribed from time to time by your Supervisor.

**Requirements:**

A minimum of a Bachelor's Degree/Diploma, preferably in business, real estate or communication related fields.

Fresh graduates encouraged to apply. However, having a proven sales record in Real Estate, Motor Industry, Insurance or any other industry is an added advantage.

An excellent natural communicator with superb negotiation, persuasive, presentation and interpersonal skills.

Strong planning, organizing, reporting and networking skills.

Self-driven professionals with enthusiasm to meet high sales targets and to cope under demanding pressure.

Trustworthy, professional and reliable when dealing with confidential information.

Proficiency in computer skills MS Word, Excel.

**Salary Scale**

Salary is competitive depending on experience

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