

General/Sales Manager - Paving Block Manufacturing Company

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Company: Career Directions Limited (CDL)

Location: Nairobi

Category: other-general

Job Title: General/Sales Manager - Paving Block Manufacturing Company Our client is seeking a General/Sales Manager to oversee their paving block manufacturing business in Nairobi. The company commenced production in 2022, specializing in manufacturing paving blocks, kerb stones, hollow-port stones, blocks, and other pre-cast concrete items.

Job Summary: Overseeing the operations and sales functions of our paving block manufacturing business. The ideal candidate will have a strong background in sales management, business development, and operations within the construction materials industry, specifically in paving block manufacturing.

Duties - Ensuring overall efficient and productive running of the plant including inventory maintenance, regular checking on costings, and general checks and measures to increase profitability and efficiency of the business. - Pushing sales to drive and grow the business - Managing finances and the P&L

Requirements

Qualifications: Bachelor's degree in Business Administration, Marketing, Engineering, or related field. MBA or equivalent advanced degree preferred. Proven track record of success in sales management and business development roles within the construction materials industry, with specific experience in paving block manufacturing highly desirable. Strong leadership skills with the ability to inspire, motivate, and mentor a sales team to achieve ambitious sales targets and objectives. Excellent communication, negotiation, and interpersonal skills, with the ability to build rapport and trust with clients and stakeholders at all levels. Strategic thinker with analytical problem-solving abilities and a proactive approach to identifying and capitalizing on market opportunities. Solid understanding of manufacturing processes, quality control standards, and logistics operations related to paving block manufacturing. Proficient in Microsoft Office Suite

and CRM software for sales forecasting, reporting, and pipeline management. Ability to work independently, prioritize tasks, and thrive in a fast-paced, dynamic environment.

3-5 years

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