

## Head of Sales and Marketing (Energy/ Gas Cylinder) at Summit Recruitment and Search

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

Summit Recruitment & Search was established in to address the recruitment, mass recruitment, executive search, outsourcing and training needs of companies based in Kenya or wanting to enter the Kenyan, East African, South African and African market. We have a leading proven track record in our field in South Africa, Uganda, Ethiopia, Tanzania, Rwanda, Nigeria, Zambia, Ghana and many other African countries. We are able to advise on market trends, training requirements, prevailing salaries and offer a complete HR Solution where necessary.

### Responsibilities:

Develops the Sales and Marketing Strategy and work plan to support delivery of the overall Sales strategy.

Plans, leads, develops, coordinates and implements Sales Strategies

Design strategies that will ensure sustainability of the business.

Develop, build and train sales and marketing teams.

Identifies new sales venues to grow business as per management set targets.

Monitors and ensures the targets set by the management are reached.

Monitor sales budgets, targets and deliverables.

Ensure that the marketing budgets are followed, and the organization achieves the desired results from the marketing expenditure.

Put in place mechanisms to manage and mitigate sales risks.

Ensures to negotiate the purchase, lease or rent of biomedical equipment's to the most capable negotiations.

Work together with the Biomedical team to understand the business model to understand the deliverables and to ensure that the negotiations are done keeping all parameters in mind.

**Qualifications:**

Relevant bachelor's degree.

Master's degree in business administration.

Must have a minimum of 15 years of experience in sales and marketing for gas cylinders and energy.

Good Interpersonal skills with the ability to influence stakeholders.

Flexibility to adapt plans/challenges as they arise.

Thorough understanding of procurement laws and procedures.

Skills in developing Service Level Agreements.

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