

Junior Sales Representative at Corporate Staffing

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Job Description

Corporate Staffing Services is a leading recruitment agency in Kenya providing complete recruitment services. In the last ten years we have been partners to local and foreign businesses looking to hire Kenyan professionals. We have recruited for diverse clients in different sectors and industries.

Duties and Responsibilities

Set and achieve annual sales targets including, commercial and Industrial installation projects.

Develop opportunities within the commercial and industrial sectors for large system installation and programs.

Monitor and analyse sales and market trends to develop and implement effective strategic sales plans and actions for both short and long term

Develop high brand visibility in East Africa

Increase Solar deal network to grow the solar business

Implement agreed sales and marketing strategies

Track lost business, and start afresh, within a timely service recovery.

Develops negotiating strategies and positions by studying the integration of new acquisitions with company strategies and operations; examining risks and potentials.

Closes new business deals by coordinating requirements; developing and negotiating contracts integrating contract requirements with business operations.

In liaison with the customer's service coordinator ensure all customer needs are addressed.

Understand consumer market needs, behaviour attitudes, consumer needs and advising management on the same.

Assist in formulating and implementing annual marketing and sales strategies.

Participate in any other duties that shall be reasonably assigned by management.

Draw annual sales and marketing budgets for operations.

Qualifications

Bachelor's degree in Business, Marketing, Communications, or a related field.

Minimum of 3 years of sales experience in renewable energy will be an added advantage.

Proven ability to meet and exceed sales quotas.

Proven track record of successfully managing customer relationships.

Excellent interpersonal skills.

Highly self-motivated.

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