

Key Accounts Manager – LPG at BURN Manufacturing

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Location: Kenya

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Job Description

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The United Nations Office for Project Services is an operational arm of the United Nations, dedicated to implementing projects for the United Nations System, international financial institutions, governments and other partners in the aid world.

Duties and Responsibilities:

Manage and grow key accounts in the liquified petroleum gas stove industry.

Build and maintain strong relationships with customers.

Identify new business opportunities and develop strategies to increase sales.

Negotiate contracts and agreements with customers.

Work closely with internal teams to ensure customer satisfaction and resolve any issues.

Monitor market trends and competitor activity to inform sales strategies.

Provide regular reports on sales performance and customer feedback to senior management and to the technical product teams.

Attend industry events and conferences to represent the company and network with potential customers.

Working with the Key Accounts and Business Development Director, manage the

budgeting and assume the P&L responsibility for this business unit.

Work closely with the marketing teams to develop effective marketing campaigns and communications material.

KPIs:

Sales volumes (number of stoves sold)

Unit profitability (measured by EBITDA) Pipeline development

Customer satisfaction

Skills and Experience:

Bachelor's Degree (MBA is a plus)

6+ years of work-related experience in a similar field

Proven experience in key account management, preferably in the energy or cookstove industry

Experience with P&L and budgeting responsibility

Strong communication and negotiation skills

Excellent relationship-building skills

Ability to identify and develop new business opportunities

Strong analytical and problem-solving skills

Ability to work independently and as part of a team

Willingness to travel as required

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