

Market Developers – 7 Positions at Gilani's Distributors Ltd

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Company: JobWebKenya

Location: Kenya

Category: business-and-financial-operations

Job Description

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Gilani's Distributors is a dominance in the distribution sector and is well known and respected. This is evidenced by the increased presence of our trucks ferrying goods on roads throughout the Rift Valley, Central, Nairobi, Nyanza, Mombasa Coastal region and the Western corridor of Kenya.

Requirements

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

Proven experience in market development, business development, or a similar role.

Strong analytical skills and ability to interpret market research data and trends

Prior experience in a sales role, preferably in a B2B (business-to-business) environment, is highly desirable.

Demonstrated success in achieving sales targets and building customer relationships is a plus.

Strong verbal and written communication skills are essential for effective customer interactions, sales presentations, and negotiation processes.

Familiarity with CRM software, sales tools, and digital communication platforms.

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