

Mascor: Senior Sales Executive

[Apply Now](#)

Company: Plennegy (Pty) Ltd.

Location: Nairobi

Category: other-general

Mascor: Senior Sales Executive

Plennegy (Pty) Ltd.

2023-05-11 Nairobi

Job Ref #: S150022

Industry: Sales

Job Type: Permanent

Positions Available: 1

Mascor is a Company consisting of franchised Automotive, agricultural mechanisation and fuel.

Job Description

Mascor is a Company consisting of franchised Automotive, agricultural mechanisation and fuel. With more than 50 years in the industry, we offer prestige brands such as John Deere, Toyota and Warath while our highly skilled staff provides professional and high-quality service and standards of workmanship.

Mascor is currently looking for a Senior Sales Executive responsible for assisting the business by identifying new business prospects and selling construction and forestry products to all market segments and agricultural equipment into the corporate and government market segments.

RESPONSIBILITIES:

a. SALES

- i. Drive sales through the growth of existing clients.
- ii. Generate new business opportunities.
- iii. Master how to get leads and implement a lead generation strategy.
- iv. Complete all documents on time.
- v. Achieve/exceed targeted new commercial calls per month within a specified territory.
- vi. Generate new sales opportunities by cold calling, networking and client/associate referrals.
- vii. Maintain acceptable profit margins.
- viii. Maintain sales quota for each quarter and year as provided.
- ix. Execute the marketing plan as required.
- x. Meet budgeted unit and sales targets.
- xi. Adhere to processes and timelines criteria.
- xii. Maintain up-to-date knowledge of new products.
- xiii. Maintain customer coverage in excess of 80%.

b. CUSTOMER SATISFACTION

- i. Develop new relationships within the commercial community.
- ii. Ability to perform all aspects of selling/closing a deal.
- iii. Overall CSI to be more than 85%
- iv. After sales contact to be at 100%

Job Requirements

REQUIREMENTS:

a. Qualifications:

i. Min:

3-5 years experience in similar role.

ii. Ideal:

Bachelor's in Sales and Marketing

b. Experience:

- i. 3-5 years' experience in agriculture, forestry, and construction Sales

[Apply Now](#)

Cross References and Citations:

1. Mascor: Senior Sales Executive HelsinkiJobs NairobiHelsinkiJobs ↗
2. Mascor: Senior Sales Executive Free-hiringJobs NairobiFree-hiring ↗
3. Mascor: Senior Sales Executive ExpertiniJobs NairobiExpertini ↗
4. Mascor: Senior Sales Executive Newyorkcareerhub Jobs NairobiNewyorkcareerhub ↗
5. Mascor: Senior Sales Executive Ukjobscareer Jobs NairobiUkjobscareer ↗
6. Mascor: Senior Sales Executive OnlinecommunitycareerhubJobs Nairobi Onlinecommunitycareerhub ↗
7. Mascor: Senior Sales Executive TechgiantcareersJobs NairobiTechgiantcareers ↗
8. Mascor: Senior Sales Executive Searchnzjobs Jobs NairobiSearchnzjobs ↗
9. Mascor: Senior Sales Executive Socialmediajobopportunities Jobs Nairobi Socialmediajobopportunities ↗
10. Mascor: Senior Sales Executive KenyajobsJobs NairobiKenyajobs ↗
11. Mascor: Senior Sales Executive MelbournejobsJobs NairobiMelbournejobs ↗
12. Mascor: Senior Sales Executive HongkongjobsJobs NairobiHongkongjobs ↗
13. Mascor: Senior Sales Executive Jobsinaustria Jobs NairobiJobsinaustria ↗
14. Mascor: Senior Sales Executive CraftsjobsJobs NairobiCraftsjobs ↗
15. Mascor: Senior Sales Executive PhoenixjobsJobs NairobiPhoenixjobs ↗
16. Mascor: Senior Sales Executive Iraqjobs Jobs NairobiIraqjobs ↗
17. Mascor: Senior Sales Executive Jobsinindia Jobs NairobiJobsinindia ↗
18. Mascor: Senior Sales Executive PetsjobsJobs NairobiPetsjobs ↗
19. Mascor: senior sales executive Jobs Nairobi ↗
20. AMP Version of Mascor: senior sales executive ↗
21. Mascor: senior sales executive Nairobi Jobs ↗
22. Mascor: senior sales executive JobsNairobi ↗
23. Mascor: senior sales executive Job Search ↗
24. Mascor: senior sales executive Search ↗
25. Mascor: senior sales executive Find Jobs ↗

b56635d4f0/

Generated on: 2024-05-02 by Expertini.Com