

## Medical Sales Executive – Health Institution at Bridge Talent Management

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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We are tech powered Employee Outsourcing firm that leverages the right tools bringing the right workforce to your business

### Summary

Our client is building a network of primary healthcare clinics (PHCs) delivering affordable, quality healthcare to Africa's under-served communities through our diagnostic devices & solutions. Founded by entrepreneurs passionate about health care, our client brings in technology-powered diagnostics from all worldwide and provides financing to make these diagnostics available in low to middle income communities, all integrated via a tech platform.

The company is a venture funded company on an aggressive growth path and this is an opportunity to get into an exciting, early stage tech startup that is bound to make an impact on healthcare outcomes in Africa.

### Responsibilities

Meeting or exceeding sales targets as assigned by the Sales management.

Manage time and expectations on the field or in the office daily.

Manage your sales funnel by reaching out to potential clients and maintaining relationships in a very organized manner.

Ensure sales are conducted according to documented processes and procedures

Ensure only to sell to customers that can pay for the products during the loan period.

Manage use of client's assets and vigilantly contain selling costs.

Ensure proper documentation and handling of the administrative work involved in the on-boarding of new and existing facilities.

### **Requirements**

Adaptable & comfortable in a complicated and constantly evolving business environment.

Fast learner.

Willing to contribute in areas beyond formal job description

Strong communications & highly organized and structured individuals.

Strong analytical skills.

Willingness to work a variety of hours as the business demands, occasionally including late nights & weekends.

Familiarity with office applications (especially Excel) as well as Google Drive, Google Forms, etc

Linguistic capabilities: Swahili, and English

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