

## QSSK-AL-SMM-SALES & MARKETING MANAGER

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Company: Q-Sourcing Servtec

Location: Nairobi

Category: other-general

### JOB TITLE: SALES & MARKETING MANAGER

#### About This Job:

Q-Sourcing Limited trading as Q-Sourcing Servtec is a manpower management solutions firm operating in the East African Region in the countries of Uganda, Kenya, Tanzania, Rwanda, and South Sudan.

On behalf of our client, we are looking for a competent, skilled, and experienced **Sales & Marketing Manager** to work in Nairobi-Kenya.

#### KEY ROLES AND RESPONSIBILITIES

To develop and execute strategies to Grow company sales, market share, and brand value.

-Drive profitable business opportunities, secure sound business deals, and lead business development associates while adhering to Policies.

To manage and develop a range of services by applying marketing principles to attain individual services'/ segments marketing objectives. This includes overall planning, developing, and executing marketing efforts to increase the value and performance of these services'/ segments.

Responsible for comprehensive clients focus on the Organization.

Promoting the company's existing services and introducing new services to the market.

Understand and implement the organizations strategic plans and management policies.

responsible for driving growth in our sales, develop and implement sales strategies and identifying opportunities to increase efficiency and profitability.

grow the business, sales, and marketing strategies/Plan in coordination with top management to achieve business goals and objectives.

Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.

Gathering, investigating, and summarizing market data and trends to draft reports.

Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.

Social media strategy and implementation

Develop & manage key relationships with key customers.

#### **QUALIFICATIONS AND EXPERIENCE:**

Bachelor's degree in Sales Management, business management or administration, -, Marketing, or related Science field from a recognized university.

3 years of proven experience working as a sales and marketing Manager or similar role.

Professional sales and marketing competencies are required.

Demonstratable knowledge of sales and marketing

Excellent written and verbal communication skills.

The ability to work in a fast-paced environment.

Excellent analytical, problem-solving and management skills.

Exceptional negotiation and decision-making skills.

Excellent communication, interpersonal, and customer service skills.

Strong business acumen.

Detail-oriented.

Top-notch analytical skills (Knowledge of data analysis and report writing)

Presentation skills

Planning & Organising

Leadership skills

### **Application procedure:**

Interested and qualified applicants should submit their applications through the link below

Note: Only shortlisted applicants will be contacted.

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### **Cross References and Citations:**

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