

QSSK-EM-SMO-SALES MARKETING OFFICER

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Company: Q-Sourcing Servtec

Location: Nairobi

Category: other-general

JOB TITLE : SALES MARKETING OFFICER 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 competent , skilled, and experienced sales and marketing officer to work in Nairobi, Kenya. Job Purpose: Responsible for developing and implementing sales and marketing strategies to achieve business objectives, drive revenue growth, and increase brand awareness. This individual will work closely with the marketing team to identify market trends, target customers, and execute marketing campaigns. This role requires strong analytical and communication skills, as well as experience in sales and digital marketing tactics including SEO, email marketing, and social media advertising. Key Responsibilities: Develop and implement sales and marketing strategies aligned with the company's Engineering's vision, mission, and strategic objectives. Identify and pursue new business opportunities, leveraging the company's technical capabilities and service offerings to meet client needs effectively. Cultivate and maintain strong relationships with existing clients, ensuring high levels of satisfaction and fostering repeat business. Collaborate with cross-functional teams to tailor solutions and proposals that address client requirements and maximize value delivery. Conduct market research and analysis to identify emerging trends, competitive landscapes, and opportunities for growth. Represent the company's Engineering at industry events, conferences, and networking opportunities to enhance visibility and generate leads. Utilize digital marketing channels and tools to promote the company's services, increase brand awareness, and drive lead generation.

Track and analyze sales performance metrics, providing regular reports and insights to inform decision-making and strategy refinement. Stay abreast of industry developments, regulatory changes, and technological advancements to maintain a competitive edge. Uphold the company's Engineering's commitment to sustainability, integrity, and compliance with relevant industry standards and regulations. Manage and maintain company websites, social media accounts, and email marketing platforms. Requirements: Bachelor's degree in business administration, marketing, engineering, or related field. Proven track record of success in sales and marketing roles, preferably within the engineering or technical services industry. Strong communication, negotiation, and interpersonal skills. Ability to work independently and collaboratively in a dynamic, fast-paced environment. Proficiency in CRM software, digital marketing platforms, and Microsoft Office Suite. Familiarity with NDT, inspection, or related technical services is a plus. Commitment to upholding the company Engineering's values of innovation, professionalism, and integrity. Good negotiation and sales skills. Benefits: Competitive salary and performance-based incentives. Comprehensive health and wellness benefits package. Opportunities for professional development and career advancement. Dynamic and inclusive work environment with a focus on teamwork and collaboration. Application procedure: Interested and qualified applicants should submit their applications through the link below.

<https://qsourcingservtec.applytojob.com/apply/8YRqi1raZS/QSSKEMSMOSALES-MARKETING-OFFICER> Note: Only shortlisted applicants will be contacted. Q-SOURCING SERVTEC IS AN EQUAL OPPORTUNITY EMPLOYER. ANY SOLICITATION WILL LEAD TO DISQUALIFICATION. Powered by JazzHR

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