

## QSSK-LD-SMO-Sales and Marketing Officer at Q-Sourcing Servtec Group

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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Q-Sourcing Servtec Group is a global management consulting firm that helps people make significant improvements to their business performance and realize their most important career goals.

### Job Summary :

As a sales and marketing officer, your primary responsibility is to drive sales and promote the products or services of your company. You will be involved in various activities related to sales, marketing, and relationship management to achieve business objectives.

### DUTIES & RESPONSIBILITIES:

Identify potential clients and proactively generate leads through various channels such as cold calling, networking, referrals, and digital marketing campaigns.

Act as the main point of contact for clients, addressing their queries, and concerns, and providing timely resolutions.

Build and maintain strong relationships with clients, understanding their goals and objectives, and providing tailored solutions to meet their requirements.

Achieve and exceed individual and team sales targets.

Conduct regular check-ins to ensure client satisfaction and identify upselling/cross-selling opportunities.

Utilize various digital marketing channels (e.g., social media, email marketing, content marketing) to promote the company's services and generate leads.

Carry out any other duties as may be assigned from time to time.

### **KNOWLEDGE, SKILLS, AND EXPERIENCE:**

Minimum of an O-level certificate.

3 years of proven experience in Sales and Marketing or as a Digital Sales Executive

knowledge of creative graphic design or IT Background will be an added advantage

Excellent understanding of digital marketing concepts and best practices

Analytical mindset and critical thinking

Excellent communication and interpersonal skills

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