

Regional Sales Manager at Gilani's Distributors LtdGilani's Distributors Ltd

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Gilani's Distributors is a dominance in the distribution sector and is well known and respected. This is evidenced by the increased presence of our trucks ferrying goods on roads throughout the Rift Valley, Central, Nairobi, Nyanza, Mombasa Coastal region and the Western corridor of Kenya.

Qualifications:

Bachelor's degree in business administration, marketing, or a related field.

Proven experience of at least 5 years as a successful sales manager, preferably in a related industry or a similar regional sales role.

Strong leadership skills with a track record of leading and motivating sales teams to achieve targets.

In-depth understanding of sales strategies, market dynamics, and customer behavior.

Excellent communication and negotiation skills with the ability to build rapport with customers and stakeholders.

Analytical mindset with proficiency in sales data analysis and reporting.

Ability to travel frequently within the region and occasionally to other locations.

Proficient in using CRM software and other sales-related tools.

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