

Sales and Marketing Executive at Corporate Staffing

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Corporate Staffing Services is a leading recruitment agency in Kenya providing complete recruitment services. In the last ten years we have been partners to local and foreign businesses looking to hire Kenyan professionals. We have recruited for diverse clients in different sectors and industries.

Key Responsibilities:

Brainstorm and conceptualize proposals for clients.

Create and present proposals to clients to close the deals.

Attain new client and build those to long terms relationships.

Work on cold leads to from previous clients to revive the business.

Work with clients to build a strong case for more marketing needs from the get go.

Keep abreast of competitor activity and market trends.

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

Analyzing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the sales team meets their quotas and goals.

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.

Implementing new sales plans and advertising.

Managing marketing and sales teams to meet sales and marketing objectives.

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

Staying current in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining personal and professional networks.

Contribute to the business development and any sales related work in the team

Ensuring adequate communication with the customer, post-delivery service and forwarding feedback/complaints/changes to requirements there from.

Compiling of individual sales reports as per the company requirements.

They will be tasked with proposing and creating content for the digital and web spaces for client marketing and advertising.

Key Qualifications.

Business or marketing-related degree or equivalent professional qualification

3-5 years' experience in marketing or sales

Understanding and knowledge of sales and marketing.

Strong analytical, organizational, and creative thinking skills.

Excellent communication, interpersonal, and customer service skills.

Knowledge of data analysis and report writing.

The ability to understand and follow company policies and procedures.

Knowledge of Microsoft Office, Research methods

High levels of creativity & Integrity

Strategic Thinking, Self-driven, and Service-oriented

Positive self-motivated, Builds lasting bonds

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