

Sales and Marketing Executive

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Company: Regional Cargo Logistics Limited

Location: Nairobi

Category: other-general

- Identify business opportunities by identifying prospects and evaluating their position in the industry; researching and analysing sales options.
- Build and maintain relationships with key partners in assigned accounts/prospects.
- Facilitate customer relationships to ensure timely resolution of customer issues
- Sell services by establishing contact and developing relationships with prospects; recommending solutions.
- Follow up on all leads, requests/quotes issued to new/potential clients to ensure business is secured.
- Attain the communicated monthly sales targets.
- Ensure 0% unresolved client queries.
- Actively make client visits and follow up to ensure client satisfaction and secure business.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identify service improvements or relevant growth opportunities for the company by remaining current on industry trends, market activities, and competitors.
- Prepare Sales reports by collecting, analysing, and summarizing information.
- Maintain quality service by establishing and enforcing organization standards.
- Maintain professional and technical knowledge by attending educational workshops; establishing personal networks and benchmarking state-of-the-art practices.
- Contribute to team effort by accomplishing related results as needed

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