

## Sales Associate at Senga Technologies

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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### Sales Associate

#### About the company

Senga is a Nairobi-based technology-enabled logistics company that is transforming how goods are moved across Africa.

#### Our environment

We are a young, agile company going after a large opportunity and we aim to be the best technology-enabled logistics company in Africa. We are trying and testing new things which means that our environment is ambitious and unpredictable. A dynamic nature is required of each team member. We expect each Senga member to be a key contributor to the company and to persistently aim for excellence.

#### Your key role in sales

You will introduce Senga to new customers across the country. You are a great listener and a warm, knowledgeable voice. You have high emotional intelligence and are able to hear what isn't said. You are organized. You are a persistent go-getter and do not need supervision (you are a self-starter). Our customers will count on you and have full confidence in you. Our customers feel taken care of when interacting with you. You will always go the extra mile to ensure that their needs are understood and served. You are flexible and build productive, trustworthy relationships with them.

- You must have a verifiable track record of out-performing in your previous role(s)

- You must have excellent verbal and written communication skills to communicate with customers and Senga staff. You must demonstrate this in your application
- You have good mathematical skills to apply to customer requests
- You do not require supervision but know when to seek help
- You are interested in the logistics industry and in solving its challenges
- You learn quickly
- You have high integrity; complete honesty with the customer and the team is critical to our long-term success
- You will respond to customer requests quickly
- You will be the voice of the customer
- You will offer feedback to the company in other areas such as operations
- You will meet key sales performance targets
- Travel is required

### **Your qualifications**

University graduate or diploma holder with 2-10 years' experience (start-up experience or insurance sales experience are a plus but not required). We have openings for junior and senior sales roles. We don't focus on your field of study – just your dedication, integrity, dynamic nature, and ambition. Sales experience required; metrics of performance against target in current or previous roles must be provided in the application. Strong preference for candidates who have worked in FMCG, logistics, or retail, in sales roles.

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### **Cross References and Citations:**

1. [Sales Associate at Senga Technologies Scholarjobs Jobs Kenya Scholarjobs](#) ↗
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