

Sales Executive- Imaging (Nairobi, Nakuru, Eldoret)

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Company: NFT Consult

Location: Nairobi

Category: other-general

The job holder will be responsible for the development and performance of sales activities in the assigned market area/segment and work towards achievement of growth and profitability of the product and or services within the assigned market area/segment.

Duties and responsibilities;

Works on and actively sets out to achieve the agreed set financial and non-financial targets from the assigned clients.

Handles an agreed set of market, clients/accounts as advised, determined and discussed and agreed by/with the Sales Manager.

Develop, map and document the designated accounts and ensure complete coverage in the assigned accounts and market area/segment.

Develop and maintain user level & mid-user level contacts • Identifies prospects and leads generated in the assigned accounts .

Qualify the prospects/leads and where necessary liaise with the Sales Manager on the same.

Identifying optimum solutions and where necessary in liaison with Pre-sales support.

Prepare proposals and presentations as per the organizational standards and client requirements.

Negotiate and finalize deals as per the organizational guidelines.

Ensure accurate preparation of the SOF on receipt of the LPO.

Ensure timely collection of any pending payment in liaison with credit control team.

Work closely with Sales manager, Pre-Sales, CRS team to ensure timely and accurate delivery

of the equipment/services/consumables.

Present daily reports to the SM on his/her activity and populate/update the funnel report.

Any other duties & responsibilities that are lawfully assigned to you by the supervisor from time to time

Maintains key liaison with key stakeholders within the company in relation to sales support matters.

Establishes and maintains business relationships with all clients in market area to foster sales and ensure client satisfaction and value addition.

Interacts and cooperates with all within the vertical and across the organization

Qualifications & Experience

Diploma Sales & Marketing or relevant field.

3years of experience, preferably in a fast paced environment like FMCG or Manufacturing.

Excellent Persuasion, negotiation and influencing skills. • Ability to communicate to different types of customers both verbally and written.

High levels of professionalism with internal and external customers.

Excellent Customer Service, Customer Relationship, and Interpersonal Skills.

Effective planning and organization skills with the ability to design and execute action plans.

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