

Sales Manager at Stellar Human Resource Solutions

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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We are a Human Resource Management Consulting Company based in Nairobi Kenya providing a comprehensive range of Human Resources Solutions with your business needs and focus in mind.

Roles and responsibilities:

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.

Recruiting, training, scheduling, coaching and managing marketing and sales teams to meet sales and marketing human resource objectives.

Maintaining relationships with 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 and maintaining personal and professional networks.

Delegate tasks and set deadlines to the sales team.

Set targets and motivate the sales team.

Prepare sales reports.

Identify & screen potential clients through lead generation.

Promote and sell company products to potential clients.

Establish and maintaining effective working relationships with clients, staff and other partners.

Ensure client complaint resolution.

Ensure excellent customer service.

Role Requirements.

Must have 3-5 years' experience in sales and marketing

Experience in management is an advantage.

Must have understanding and knowledge of sales and marketing

Must have strong analytical, organizational and creative thinking skills

Must have excellent communication, interpersonal and customer service skills

Must have knowledge of data analysis and report writing

Must have the ability to understand and follow company policies and procedures

Must be able to work under pressure

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