

Sales Manager Home & Personal Care at Antal International

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Antal International is a global executive recruitment organisation with over offices in more than 30 countries. We have offices in United Kingdom, Austria, Bulgaria, China, Croatia, Cyprus, Czech Republic, Egypt, France, Germany, Ghana, Greece, Hong Kong, Hungary, India, Ireland, Italy, Ivory Coast, Kazakhstan, Kuwait, Luxembourg, Malta, Mexico, Netherlands, Nigeria, Panama, Philippines, Poland, Portugal, Romania, Russia, Singapore, South Africa, Spain, Switzerland, Turkey, UAE

Responsibilities:

To manage, develop and understand the needs of a growing customer base, making regular visits to these accounts and building, maintaining and managing relationships with key contacts at all levels.

Negotiating prices and volumes with customers in order to maximize returns to the business

Seek out, analyse and develop new accounts, promoting sales of the product portfolio in line with business growth strategies.

To agree annual sales budgets with the Commercial Manager and Business Manager

Gather, analyse, interpret and present market, product, competitor and industry data to enable development of the forward strategy of the business

To visit and represent the company at trade fairs, exhibitions and conferences, networking with representatives from a broad range of companies

Pro-actively monitor and review payment terms against customer portfolio, ensuring that payment terms and methods are adhered to, keeping business risk to a minimum. Ensure that payment terms and cash flow implications are considered at time of negotiation for all new and existing business

Experience, Skills & Education

Bachelors degree in the relevant industry

Experience in Home Care and Personal Care (chemical raw material) is a must

Excellent communication skills

Analytical skills

Fluent in English

Negotiation skills

Good presentation skills

Ability to work under pressure

Ability to liaise with people at all levels

Knowledge and networks within country area industry

Understanding of products and their application

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