

Sales Officer -Industrial & Automotive Paints (Mombasa) at Frank Management Consult Ltd

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Location: Kenya

Category: other-general

Job Description

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Frank Management Consult Ltd is an international management consulting agency. We work with major companies, raising their performance, driving their strategies and enhancing their productivity.

Job Purpose:

To sell automotive and industrial products to meet set sales goals as receiving and reporting client feedback to improve current products and developing new ones

Key Responsibilities

Achieve automotive and industrial sales revenue and collection targets.

Cultivate effective business relationships with executive decision makers in key accounts.

Execute specific plans to ensure sales revenue growth.

Investigate and address issues pertaining to underperforming customer accounts.

Collect customer feedback and conduct market research.

Adhere to credit control policies and procedures.

Lead implementation of EHS, QMS and other continual improvement initiatives

Requirements

Desired Skills & Qualification

Degree/ Diploma in Sales & Marketing

2-3 years' experience in industrial & automotive paints

Other Job Competencies (Job skills and attributes)

Good interpersonal skills.

Good organizational skills.

Good oral and written communication skills.

Analytical skills.

Problem solving skills.

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