

Sales Officers – Tier Data at Centum

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Centum is East Africa's leading investment company listed on the Nairobi Securities Exchange and Uganda Securities Exchange. We are an investment channel providing investors with access to a portfolio of inaccessible, quality, diversified investments. Our Key objective is to consistently generate market beating returns by building extraordinary enterprises throughout Africa.

Principal Accountabilities

Present, promote and sell our products to existing and prospective clients

Establish, develop and maintain positive business and customer relationships

Reach potential customers through cold calling and other prospecting methods

Achieve agreed upon sales targets and outcomes within schedule

Attend prospect and client meetings to make presentations and oversee follow up

Identifying opportunities for product development, and other product offerings

Any other duties as may be assigned from time to time

Minimum Requirements

Minimum Diploma in any business related field.

Minimum 2 years proven work experience as a Sales Executive

Highly motivated and target driven with a proven track record in sales

Excellent selling, communication and negotiation skills

Prioritizing, time management and organizational skills

Ability to create and deliver presentations tailored to the audience needs

A background in IT sales, Real Estate, Insurance Sales, Banking, Asset Management and other financial services will be an added advantage.

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