

Sales Representative (B2B Software) at Wisen HR Services

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({});

A professional employer organization We contractually assume and manages critical human resource responsibilities and employer liability for businesses.

Key Responsibilities:

Sales Prospecting and Lead Generation:

Conduct market research to identify potential clients and target industries.

Utilize various channels, such as cold calling, email outreach, and networking, to generate leads.

Engage with decision-makers and key stakeholders to understand their software needs.

Product Presentation and Demonstrations:

Conduct effective product presentations and demonstrations to showcase the features and benefits of the B2B software solutions.

Articulate the value proposition and address customer inquiries and objections.

Customize presentations to align with the specific needs and pain points of each prospect.

Relationship Building and Closing Deals:

Build and maintain strong relationships with prospects and clients, acting as a trusted advisor.

Understand customer requirements and tailor solutions to meet their unique needs.

Negotiate and close deals, ensuring customer satisfaction and long-term partnerships.

Sales Pipeline Management:

Manage a robust sales pipeline, tracking and updating leads and opportunities.

Prioritize leads based on potential value and sales probability.

Utilize CRM systems or other sales tools to manage and document sales activities.

Collaboration and Reporting:

Collaborate with the sales team and sales management to share insights, best practices, and strategies.

Provide regular sales reports, including pipeline updates, sales forecasts, and revenue projections.

Share customer feedback, market trends, and competitor intelligence to contribute to the overall sales strategy.

Qualifications:

Proven track record of success in B2B software sales or a related field.

Excellent communication and presentation skills, both verbal and written.

Strong negotiation and closing skills, with the ability to overcome objections and close deals.

Self-motivated and target-driven, with a focus on achieving and exceeding sales goals.

Ability to work independently and manage time effectively in a remote setting.

Familiarity with CRM systems or sales tools to manage and track sales activities.

Willingness to work on a commission-only basis for a 4-month project.

Availability to work full-time hours and commitment to meet weekly targets.

Fluency and proficiency in English

[Apply Now](#)

Cross References and Citations:

1. Sales Representative (B2B Software) at Wisen HR Services Jobs Kenya ↗
2. Sales Representative (B2B Software) at Wisen HR Services Jobs Kenya ↗
3. Sales Representative (B2B Software) at Wisen HR Services Jobs Kenya ↗
4. Sales Representative (B2B Software) at Wisen HR Services Jobs Kenya ↗
5. Sales Representative (B2B Software) at Wisen HR Services Jobs Kenya ↗
6. Sales Representative (B2B Software) at Wisen HR Services search Kenya ↗
7. Sales Representative (B2B Software) at Wisen HR Services job finder Kenya ↗
1. Sales Representative (B2B Software) at Wisen HR Services jobs ↗
2. Sales Representative (B2B Software) at Wisen HR Services jobs ↗
3. Sales Representative (B2B Software) at Wisen HR Services jobs ↗

Source: <https://ke.expertini.com/jobs/job/sales-representative-b2b-software-at-wisen-hr-se-kenya-jobwebkenya-ad365b2d2f/>

Generated on: 2024-05-07 by Expertini.Com