

## Sales Specialist at Bolt

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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Bolt, previously known as Taxify, is the leading European transportation platform providing ride-hailing and scooter sharing services. The company's mission is to make urban travel easier, quicker and more reliable

### About the role

As a Sales Specialist, your main responsibility is to initiate, build and maintain new and ongoing relationships with restaurants that will be partnering with Bolt Food. Please note that this role will be 6 months contract (with intention of renewal). Location of the role will be between Nairobi and Mombasa (possible relocation)

### Your daily adventures will include:

Responsible for the whole sales funnel, including leads processing, prospecting, planning meetings and closing.

Achieve growth and hit sales targets.

Be the first contact of new restaurants, supporting them in the onboarding experience and all operational and administrative issues that it entails.

Solve daily commercial or operational issues.

Record all daily activities performed in the CRM to generate history.

Collaborate with the Operations team to smoothly activate all restaurants.

## About you:

Ideally have 1+ years of previous experience in communication (Sales, Project management, Account management, or similar).

Excellent communication & written skills in English and local language.

Open to work both in Nairobi and Mombasa

You're motivated, energetic and competitive.

You're empathic and customer oriented.

You are organized. You deliver stuff on time.

Be an owner and proactively find solutions to problems.

Be passionate about new technologies and food tech.

You are social. You can easily network with people of all backgrounds.

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