

## Team Lead at Istikbal kenya

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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Istikbal is dedicated to innovative products, a leading home furniture brand in Turkey and Europe now open in Nairobi Kenya

### Duties and Responsibilities

Maintain updated knowledge of floor inventory, including furniture details and customization options.

Initiate pleasant interactions with customers as they come onto the sales floor.

Answer customer questions regarding furniture make, model, color options, and related information.

Aid customers in finding excellent matches for their needs.

Negotiate prices within the company's acceptable range for each furniture piece.

Update professional skills and knowledge with professional publications, offered company training, and participation in professional networks.

Preparing weekly and monthly reports.

Giving sales presentations to a range of prospective clients.

Understanding and promoting company programs.

Preparing and submitting sales contracts for orders.

Visiting clients and potential clients to evaluate needs or promote products and services.

Maintaining client records.

Answering client questions about credit terms, products, prices, and availability

### **Qualifications and Skills**

Associate's degree or equivalent sales experience

3+ years of sales or customer service experience

Previous experience in a sales role of furniture

Previous experience as a team lead preferred

Excellent interpersonal skills

Highly motivated

Excellent negotiation skills

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