

## Technical Sales Executive at Centum

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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

### Job Summary

Tribus TSG Limited, a subsidiary of Centum, is looking to recruit a technical sales executive. The job holder is responsible for generating new leads and sales opportunities and working with our existing customers to grow our business. You will need to be a self-starter with a strong work ethic and a positive attitude

### Key Accountabilities

**Technical Sales:** Prepare and deliver compelling presentations, demonstrations, and proposals to potential customers. You should be able to communicate the technical features and benefits of the products in a way that resonates with the customer.

**Technical Support:** Provide pre-sales and post-sales technical support to customers. Analyze customers' requirements and challenges to identify how the technical products or services can meet their needs .

**Relationship Management:** Build and maintain strong relationships with customers. This includes regular communication, follow-ups, and providing ongoing support to ensure

customer satisfaction and loyalty.

**Sales Reporting:** Keep accurate records of sales activities, customer interactions, and deal status using CRM (Customer Relationship Management) systems. Generate reports to track sales performance and provide insights to the management team.

**Market Research:** Stay updated on industry trends, competitor offerings, and market dynamics. This knowledge will help you position your products effectively and identify new opportunities.

**Product Knowledge & Research :** Maintain a deep understanding of the technical aspects of the products or services being sold. Utilize knowledge of industry trends, product capabilities, and service options to generate new business

**Customer Engagement:** Identify and engage with potential customers, both existing and new. This involves conducting research to identify prospects, reaching out to them, and building relationships.

**Collaboration:** Work closely with the technical team, product managers, engineers, and other relevant stakeholders to align sales strategies, gather feedback, and contribute to product development and improvement.

## **Requirements**

### **Core competencies**

Exceptional skills in selling products and closing deals with a history of closing technical security sales valued at \$ 20, and above.

Excellent verbal and written communication skills.

Excellent interpersonal and customer service skills.

Strong analytical and problem-solving skills.

The ability to identify and follow up on leads.

Thorough understanding of equipment, product, industry, and/or services provided to clients.

Proficient with Microsoft Office Suite or related software as required to prepare reports and logs.

### Professional Qualifications:

A bachelor's degree in IT, business, or a related field.

A minimum of 2 years of sales or marketing experience.

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