

## Technical Sales Executive at Classic Mouldings Limited

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Classic Mouldings Limited is an Interior Design & Construction Services company in Nairobi, Kenya that was founded in . Over the years, we have developed a distinct reputation for design expertise and proficiency of becoming one of the leading design firms in the field. Years of experience in covering the initial creative process, followed by thorough documentation and design implementations combined with real knowledge of various cultures and operational requirements have resulted in a company capable of creating unique interiors. We exemplify creativity in every sense of the word through exceptional style and reliability. We offer interior design solutions to all our discerning interior magnificence-conscious customers; be it residential or commercial, Classic Moldings provides a complete solution to all interior design and décor.

### Responsibilities :

Develop and execute sales strategies to achieve monthly, quarterly, and annual sales targets for the roof products category.

Actively seek out new sales opportunities through field sales, cold calling, networking, email, and social media.

Prepare and deliver appropriate presentations on products and services to potential clients.

Provide technical advice regarding our roofing products, including roof windows, light tunnels, and loft ladders.

Maintain relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

Collect, analyze, and summarize information for quality reporting.

Establish and enforce organizational standards for maintaining quality service.

Participate in trade and industry expos, trade events/activations, or other networking events to realize quality sales opportunities with potential for conversions.

Negotiate and handle objections or complaints from clients.

Maintain personal development by attending regular training or workshops, establishing personal networks, and reviewing industry-related publications, sales techniques, and business models.

**Qualifications :**

Bachelor's degree or Diploma in Sales, Engineering, or a related field with at least 4+ years of proven sales experience.

Previous experience in selling roof products and technical knowledge is an added advantage.

Proficiency in written and spoken English.

Passion for sales and customer engagement.

Good interpersonal and communication skills.

Proficiency in basic office applications.

Strong organizational and time management skills.

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