

Technical Sales Executive- Solar System (Nairobi) at Gap Recruitment Services Limited

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Gap Recruitment Services Limited is a leading recruitment firm in Kenya where International and local companies find just the right fit talent.

Job Purpose

Achieve and exceed assigned sales targets.

Develop sales opportunities by prospecting, soliciting and identifying potential accounts

Building rapport with customers while providing technical information and explanations

Preparing and presenting quotations

Roles & Responsibilities

Identify current and future customers service requirements

Establishing personal rapport with potential and actual clients in a position to understand power backup needs & requirements.

Provide product, service and technical information.

Establish new accounts and service contract accounts by identifying potential customers, planning and organizing sales call schedule.

Create service contracts.

Arrange for demonstration and trial installations of equipment products and services.

Partner with real estate companies, and solicit SWH business in new upcoming estates.

Prepare quotations and directly present to clients and demonstrate how our product meets clients needs.

Personally hand-over your clients systems, ensuring that you give basic training on usage.

Accurately diagnose problems with installed equipment's, giving feedback to clients as appropriate.

Monitor competitors products, strategy, new technology and activities

Prepare and deliver technical presentations including pre-sale technical assistance and product education.

Visit prospective clients at commercial, industrial or other establishments to show samples, catalogues, and to inform them about product principles and advantages/gains and/or long-term benefits.

Manage accounts debt collections and payments in line with company credit policies.

Prepare reports as directed by the Team leader: SWH & PBU, or the Sales Manager

Strategic reporting

Document all sales activities, generate reports and keep records on transactions with clients.

Maintain accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities.

Maintain a data base for contractors, quantity surveyors, architects, real estate agents, commercial and medium/small scale developers etc. who can partner with our organization

Contribute to technical sales effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and course of action; implementing directives and giving a one-point lesson (OPL)

Advise management on strategic issues relating to product lines materials, new proposals and problem areas.

Requirements

Key Skills & Qualifications

University Degree in electrical & electronics, renewable energy, energy engineering, B.

Com/business administration with related professional qualifications in sales and marketing.

Proven track record in technical sales & marketing. Able to deliver beyond set targets (Kshs.3M per month)

Should hold Solar Technician Training for T1&T2 License & Solar Technician training for T3 License.

Thorough knowledge of SWH and PBS products/systems and installation, and all our product range.

Basic knowledge in troubleshooting of SWH & PB system installations

Up to speed with company policies and processes, including excellent use of Navision

A clear geographical knowledge of the region will be an added advantage

Ideal Qualities

High levels of Integrity

Proactive, self-driven, and results oriented individual

Easily adoptable to different cultures

Strong organization and planning skills

Self-motivated and loyal.

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