

Technical Sales Manager (Construction) at Summit Recruitment and Search

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Summit Recruitment & Search was established in to address the recruitment, mass recruitment, executive search, outsourcing and training needs of companies based in Kenya or wanting to enter the Kenyan, East African, South African and African market. We have a leading proven track record in our field in South Africa, Uganda, Ethiopia, Tanzania, Rwanda, Nigeria, Zambia, Ghana and many other African countries. We are able to advise on market trends, training requirements, prevailing salaries and offer a complete HR Solution where necessary.

Key Requirements:

Understand the company product portfolio range with respect to the Construction, Lifting and concrete market and technically position products versus the competition.

Develop and maintain long-term relationship with customers and ensure customer satisfaction is achieved.

Maintain optimal stock levels of equipment's and spare parts.

Obtain and evaluate external information of possible new markets, products and come up with strategies on how to enter the market and ensure our products are visible in the market.

Linking clients with financial institutions and assisting them in getting financing.

Proactively participating in prospecting, specification preparation, tendering, negotiating,

contracting and delivery.

Ensure timely invoicing, delivery and payment of equipment's.

Follow up on all customer needs, orders, quotations, including delivery and quality issues, with sales, customer service, logistics & Service Team.

Provide intel/feedback to the manufacturer or technical department of existing and potential customer requirements for new or existing products.

Qualifications:

Must have a minimum of 5 years' technical sales experience.

Must have a Bachelor of Science in Engineering.

Must have excellent in negotiation, organizational, interpersonal including listening and presentation skills.

Computer literacy and familiarity with standard office computer applications.

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