

Technical Sales Representative at Rose Avenue Group

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Rose Avenue Consulting Group is a financial management, strategy and consulting firm that combines deep industry knowledge with specialized expertise in corporate finance, strategy and research. Together with our clients and partnering companies we address our client's most critical issues and challenges. RACG aims to provide a globally consistent set of multidisciplinary strategic, financial and advisory services. RACG offers services across five key areas: – Financial services – Strategic advisory services – Executive search – Real estate & Industries

SUMMARY

Our client Hikvision, provides top-of-the-line IoT solutions for a broad range of physical security products, covering video security, access control, and alarm systems is looking to hire **Technical Sales Representatives**. The successful candidates will be responsible for supporting the distributors and maintaining good client relationship.

Location – Mombasa, Mount Kenya, Nakuru, Eldoret and Kisii Regions

JOB PURPOSE & KEY RESPONSIBILITIES

Supporting the distributor's product in their designated area by sorting out problems and offering solutions.

Promoting Hikvision's products for sub-dealers and technicians.

Providing operation training for Hikvision products to distributor technicians, sub-dealers and

technicians within the region.

Printing the marketing materials e.g posters, sign-boards, branding of shops and ensuring good product display in the stores.

Maintaining a good customer relationship with sub-dealers in the designated region

Establishing the technical needs of the customers and suggesting appropriate products.

Explaining complex technical information to customers in a way that is easily understandable.

Following up with customers and resolving any issues that may arise.

Keeping customers informed about new technological products.

REQUIREMENTS

Bachelor's degree in electronic engineering or related study is Mandatory.

Minimum 2 years Technical Sales experience, security technology industry is Mandatory.

Natives of Mombasa, Mount Kenya, Nakuru, Eldoret, Kisii Regions respectively.

Good Communication Skills (written & Oral)

Good Interpersonal skills (Flexibility, self-drive, conflict management, and resolution skills, empathy)

Good Negotiation & Closing Skills

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