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Territory Sales Executive at Gilani's Distributors Ltd

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Job Description

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Gilani's Distributors is a dominance in the distribution sector and is well known and respected. This is evidenced by the increased presence of our trucks ferrying goods on roads throughout the Rift Valley, Central, Nairobi, Nyanza, Mombasa Coastal region and the Western corridor of Kenya.

Qualifications:

A diploma in business, marketing, or a related field.

Proven track record of at least 2-3 years in successful sales, preferably in a territory management role.

Excellent sales and negotiation skills with a demonstrated ability to close deals.

Strong understanding of sales processes and customer relationship management.

Ability to work independently and efficiently manage time and resources.

Excellent communication and presentation skills.

Willingness to travel frequently within the assigned territory

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