



A local building construction industry that manufactures tiles and a distributor of ceramic products with established distribution outlets across East Africa (Kenya and Uganda). To strengthen their position in the market, they are seeking qualified and experienced candidates with good credentials to fill the following available positions: **SALES REPRESENTATIVES**

GENERAL SUMMARY:

To achieve maximum sales profitability, growth and account penetration within assigned territories and segments by effectively selling the company's products and/or related services.

CORE FUNCTIONS:

- To personally contact and secure new business accounts and customers.
- To promote / sell / secure orders from existing and prospective customers through a relationship-based approach.
To demonstrate products and services to existing / potential customers and assists them in selecting those best suited to their needs.

MINIMUM REQUIREMENTS

- To establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for company's products & services.
- Make telephone calls and in-person visits and presentations to existing and prospective customers.
- Research sources for developing prospective customers and for the information to determine their potential.
- Develop clear and effective written proposals / quotations for current and prospective customers.
- Expedite the resolution of customer problems and complaints.
Coordinate sales effort with sales and marketing management, accounting, and stores.
- Identify the advantages of, and be able to compare, the company's products/services versus that of competitors.
- Plan and organize personal sales strategy by maximizing the Return on Time Investment for the territory/segment so as to meet targets set by sales and marketing management.
- Supply management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Participate in trade shows and conventions if so required.

The Person:

- Must have up to two years proven experience in sales (experience with building & construction industry goods will be an added advantage). This is optional.
- Should be flexible with working hours, including working over the weekend.
- Excellent communication and relationship management skills with an ability to persuade potential customers
- A business administration and/or marketing related diploma education or higher

Salary Range from KES. 22,000-30,000 plus commission on sales.

If you meet the above requirements, please apply here:

<http://kamakazi.co.ke/job/sales-representatives-3/>