

## Commercial Sales Executive (CID)

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Company: TotalEnergies

Location: Uganda

Category: other-general

### Profil du candidat

**Experience/Qualifications**•Minimum of Bachelors' degree in Engineering, Business Administration , Sales or related field. •Minimum of three(03) years post qualifying experience in Commercial/ B2B sales. •Proficiency in Chinese language. •Strong verbal and written communication skills. •High ethical standards, integrity, and professionalism. •Familiarity with the Petroleum industry is an added advantage.

### Activités

**Main Objective**•The main objective of the role holder is to drive revenue growth and achieve sales targets by identifying and pursuing new business opportunities, maintaining and expanding relationships with existing clients while effectively promoting products or services as well as ensuring customer satisfaction to contribute to the overall success and profitability of the organization. **Roles & Responsibilities** •Research and identify potential clients and business opportunities to generate leads and expand the customer base. •Formulate and implement strategic sales plans to achieve revenue targets and expand the customer base. •Build and maintain strong relationships with clients to understand their needs, address concerns and ensure customer satisfaction. •Demonstrate in-depth knowledge of products or services offered by the company and effectively communicate their features and benefits to the clients. •Negotiate terms, pricing and contracts with clients to secure profitable deals and agreements/ contracts. •Conduct market research and analysis to identify market trends, competitor activities, and opportunities for business growth. •Maintain a track record of the clients account position and overall management / reconciliation and matching.

- Monitor and report sales performance, analyzing sales data, and generating regular sales reports for management review.
- Collaborate with cross-functional teams such as marketing, product development, and customer support to ensure alignment and support in achieving sales objectives.
- Keep a breast of industry trends, best practices, and technological advancements to enhance sales techniques and strategies.
- Ensure adherence to company policies, sales processes, and regulatory requirements while conducting sales activities.

### **Contexte et environnement**

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