

Mascor (Construction and Forestry): Senior Sales Executive

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Company: Plennegy (Pty) Ltd.

Location: Kampala

Category: other-general

Mascor (Construction and Forestry): Senior Sales Executive

Plennegy (Pty) Ltd.

2023-07-14 Kampala

Job Ref #: S150005

Industry: Sales

Job Type: Permanent

Positions Available: 1

Mascor is currently looking for a Senior Sales Executive for the Construction and Forestry industry.

Job Description

Mascor is a Company consisting of franchised Automotive, agricultural mechanisation and fuel. With more than 50 years in the industry, we offer prestige brands such as John Deere, Toyota and Warath while our highly skilled staff provides professional and high-quality service and standards of workmanship.

Mascor is currently looking for an Agricultural Apprentice to learn a technical job through on the job as well as franchise training under the guidance of an experienced Technician in order to obtain a trade test qualification.

RESPONSIBILITIES:

a. SALES

- i. Drive sales through the growth of existing clients.
- ii. Generate new business opportunities.
- iii. Master how to get leads and implement a lead generation strategy.
- iv. Complete all documents on time.
- v. Achieve/exceed targeted new commercial calls per month within a specified territory.
- vi. Generate new sales opportunities by cold calling, networking and client/associate referrals.
- vii. Maintain acceptable profit margins.
- viii. Maintain sales quota for each quarter and year as provided.
- ix. Execute the marketing plan as required.
- x. Meet budgeted unit and sales targets.
- xi. Adhere to processes and timelines criteria.
- xii. Maintain up-to-date knowledge of new products.
- xiii. Maintain customer coverage in excess of 80%.

b. CUSTOMER SATISFACTION

- i. Develop new relationships within the commercial community.
- ii. Ability to perform all aspects of selling/closing a deal.
- iii. Overall CSI to be more than 85%
- iv. After-sales contact to be at 100%

Job Requirements

REQUIREMENTS:

a. Qualifications:

- i. Min: 3 years experience in a similar role.
- ii. Ideal: Bachelor's in Sales and Marketing

b. Experience:

- i. 3-5 years experience in agriculture, forestry, and construction Sales

KEY COMPETENCIES

- a. Strong track record of accomplishments and promotions in the agriculture, forestry and construction sales field.
- b. Highly personable, with the ability to quickly build relationships.
- c. 5 + years of sales experience and knowledge of agriculture, forestry and construction.
- d. Pay great attention to detail.
- e. Be goal and results-driven.
- f. Work with minimal supervision

g. Display excellent time management.

#LI-AG1

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