

QSSK-SPC-TSR-TECHNICAL SALES REPRESENTATIVE-EAST AFRICA

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Company: Q-Sourcing Servtec

Location: Kampala

Category: other-general

JOB TITLE: TECHNICAL SALES REPRESENTATIVE-EAST AFRICA About This Job: Q-Sourcing Limited trading as Q-Sourcing Servtec is a manpower management solutions firm operating in the East African Region in the countries of Uganda, Kenya, Tanzania, Rwanda, and South Sudan. On behalf of our client, we are looking for a competent, skilled, and experienced Technical Sales representative - East Africa reporting to commercial to work in Kampala Uganda Job summary : To achieve the revenue targets set by the Head of Sales East Africa for the specified allocated area/region. **KEY ROLES AND RESPONSIBILITIES** Maintain current and increase Client database. Update assigned accounts with the latest product information. Identify solutions and market them to assigned accounts. Keep track of all new quotes and orders to key clients. Generate new business by being proactive in identifying new opportunities and promoting new solutions. Marketing at expo's and similar. Conduct product training Presentations. Articles, case histories and editorials. Client training: Site and office. CRM updates. Travel to East Africa Territory Read and interpret drawings to assist consultants and contractors. Achieve sales target. Achieve margin targets. Achieve quality objectives. **QUALIFICATIONS AND EXPERIENCE:** Grade 12 plus Diploma in Civil Engineering Qualification in Sales would be advantageous. Minimum 3 - 5 years proven sales experience must be in the construction industry/ construction materials industry. Valid Driver's License Ability to read and interpret drawings. Product knowledge Must be multilingual (English preferred) MS Office Suite Good organisational skills and time management Attention to detail. Verbal and written skills Deadline-driven with the ability to handle pressure. Business Presentation skills. Problem-solving

capabilities. Good interpersonal skills. Build Rapport with multi-level stakeholders. Networking skills. Knowledge of allocated area/region East Africa Specific. 3-5 years' experience of technical sales within East Africa. Proven track record of sales in similar industry. Application procedure: Interested and qualified applicants should submit their applications through the link below.

<https://qsourcingservtec.applytojob.com/apply/7G5cB3DcwQ/QSSKSPCTECHNICAL-SALES-REPRESENTATIVEEAST-AFRICA> Note: Only shortlisted applicants will be contacted. Q-SOURCING SERVTEC IS AN EQUAL OPPORTUNITY EMPLOYER. ANY SOLICITATION WILL LEAD TO DISQUALIFICATION. Powered by JazzHR

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