

JOB VACANCY

**JOB TITLE: SALES EXECUTIVE
REPORTING TO: SALES MANAGER**

PURPOSE OF THE POSITION

The Sales Executive is responsible for supporting growth of the business, ensure customer satisfaction and coordinate timely and efficient revenue collection in given segments

DUTIES AND RESPONSIBILITIES

- Responsible for achieving set monthly targets, pipeline management, territory growth, retention of existing portfolio and generation of relevant reports.
- Effective selling and account management of RFSSL integrated solutions.
- Acquire new sales within the assigned territory.
- Participate in development of new products to increase revenue streams.
- Initiates and coordinates development of action plans to penetrate new markets.
- Prepare and submit periodic sales reports within set deadlines.
- Conduct research on competitor activity and give appropriate recommendations to management.
- Debt Collection – Ensuring that clients offered credit terms are followed and pay promptly.
- Championing ISO implementation in sales and marketing.
- Undertaking sales activities including customer visits, sales Campaigns, Tariff review.
- Any other duties as may be given by Management.

KNOWLEDGE SKILLS AND ABILITIES

- A university degree in Sales and marketing or business studies is preferred
- Must have (3) years of continuous work experience in the relevant field.
- Excellent oral and written communication skills, plus good working knowledge.
- Presentable with good communication skills.
- Proven selling track record in previous employment.
- Problem-solving and analytical skills to interpret sales performance and market trend Information.
- Self-Motivated and experienced in developing pipelines.
- Competitive Analysis and Product Development.
- Knowledge in security industry will be an added advantage.

**Interested candidates to send their CV's to
lmundu@rileyfalconsecurity.co.ke to reach us
on or before 30th July 2024**



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SECURITY**
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