

MRM Athi River is seeking to recruit a **Project Sales Officer**. The candidate should be commercial minded and demonstrate the ability to lead. He/ she must also have the ability to work independently with minimal supervision, demonstrate high integrity and professional ethics and make decisions on the role in a prudent manner.

Overall Purpose of the Position:

To drive the Project Sales by identifying and managing customer accounts, Architects, Quantity Surveyors, Structural Engineers, Contractors and Key End-users.

To build long lasting business relationships with key business stakeholders.

Key Performance Areas:

- Ensure delivery of monthly volume targets
- Track enquiry, conversion to orders and ensure timely billing to the customers
- Ensure collection of payments from project customers as per the credit period
- Ensure contribution as per the agreed / budgeted targets
- Promote “basket of goods” type of sales to increase revenue through new and additional channels
- Build and maintain key relationship with Architects, Structural Engineers, Quantity Surveyors, Contractors and end-users.
- Identify the various roofing requirements of the customers and developing technically correct solutions for addressing the same.
- Conducting in-house product training programs

Minimum Qualifications and Experience Requirements :

- Bachelors Degree in Business Administration or Technical Graduate in Eng/Architect.
- Minimum 2 to 5 years work experience in a similar role.

Personal Attributes specific to work requirement:

- Self Drive
- Excellent Communication skills
- Analytical skills
- Leadership Skills
- Sales acumen
- Presentation skills
- Interpersonal skills
- Problem solving skills
- Strong planning & organizing skills
- High on initiative and ability to manage ambiguity
- Ability to understand and disseminate technical concepts effectively

Qualified applicants should submit a comprehensive CV, together with a covering letter supporting their application to hr.mrmroofing@safalgroup.com. Please note that only short-listed candidates will be contacted.