

MRM Athi River is seeking to recruit a **Field Sales Executive** based in Mombasa. The candidate must 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 build business by identifying potential customers and sectors to sell to company products and solutions and maintaining relationships with the clients.

Key Performance Areas:

- a. Ensure delivery of monthly sales targets
- b. Identify business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales opportunities.
- c. Sell products and solutions by establishing and developing relationships with prospective clients.
- d. Maintain relationships with clients by providing support, information, and guidance; researching and recommending new opportunities, products and solutions that the company has to offer.
- e. Identify product improvements or new products by remaining current on industry trends, market activities, and competitors.
- f. Prepare reports by collecting, analyzing, and summarizing information.
- g. Maintain quality service by establishing and enforcing organization standards.
- h. Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- i. Contribute to team effort by accomplishing related results as needed.

Minimum Qualifications and Experience Requirements :

- Diploma in Sales & Marketing
- 2 years of working experience in Construction Industry

Personal Attributes specific to work requirement:

- Strong oral & written communication skills
- Ability to influence with integrity & win people with new way of thinking
- Methodical and analytical approach
- Excellent communication skills
- Good business understanding
- Team working and team management ability
- Excellent project management skills
- Good organization and problem-solving skills

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.