



**JOB TITLE : HEAD OF SALES & MARKETING (1)**

**REPORTING TO: CHIEF EXECUTIVE OFFICER**

**LOCATION: NAIROBI**

The Head of Sales and Marketing will be responsible for increasing the market share and revenue base of the group by strengthening brand presence, driving sales initiatives, managing a high performing sales and marketing team. He/She will lead the company's business development activities by researching and developing market opportunities plans; implementing sales plans and managing staff.

**Main Duties and Responsibilities**

1. Sales & Business Development: carry out region wide successful market research to identify market gaps, attract new customers and penetrate new markets with a view to meeting set business revenue targets.
2. Strategic Marketing: identify and exploit opportunities in existing and new markets, develop and continually review marketing plans to ensure corporate growth in line with the business strategic objectives.
3. Budget Administration: Lead in developing the departments' annual budget and manage the department's expenses to operate within budget while ensuring the sales and marketing objectives are met.
4. Key Account Management/Retention: manage strategic relations and retain strategic client accounts through personalized involvement.
5. Contract Negotiations: undertake contract/Price negotiation with strategic clients in a manner that sustains business and relations.
6. Leadership: nurture and lead a high performing sales and marketing team, build the capacity of the team to understand market, the 911 brand and appropriate approaches to successful sales growth execution.
7. Staff Development and Motivation: offer leadership and mentoring, training and motivating teams to achieve targets, facilitate regular-in house training on varied areas such as sales techniques, negotiation techniques, overcoming objections and customer service to all the company's sales and frontline staff.
8. Product Presentations: carry out successful product/service presentations to prospects and customers, both corporate and individuals; in a manner that promotes the 911 Group brand and hence growth
9. Brand Development: strengthen brand proposition through campaigns and thought leadership programs.
10. Promote synergies across services and harness opportunities for cross selling of all the company's product/service lines.

11. Public Relations: In liaison with the CEO, facilitate media relationships aimed at improving brand visibility and market share; and
12. Perform any other duty that may be assigned or delegated by the Chief Executive Officer or any other lawful authority from time to time

### **Qualification, Knowledge and Skill Requirements;**

- An MBA in Sales & Marketing will be an added advantage
- Degree in Commerce with a bias in Sales & Marketing or business related course
- Member of the Marketing Society of Kenya / Institute of Public Relations Practitioners
- Proven track record of analytical competency
- Excellent interpersonal, influencing, communication and presentation skills.
- Excellent people skills
- Strong commitment, leadership, management, negotiation skills
- skills.
- At least 7 Years' experience in sales/marketing, 3 of which should be at managerial level in similar industry

### **TECHNICAL SALES ENGINEER (1)**

#### **REPORTING :HEAD OF SALES & MARKETING**

#### **LOCATION: NAIROBI**

Technical Sales Engineers main duty and responsibilities will be to promote the company electronic security products by offering clients professional technical advice that lead to successful sales.

#### **Main Duties and Responsibilities**

- Identifying and establishing new business
- Carrying out technical system site surveys
- Organizing sales visits
- Liaising with existing clients
- Preparing tenders, proposals and quotations
- Providing pre-sales and post-sales support
- Negotiating contracts, terms and conditions
- Reviewing cost and sales performance
- Perform technical presentations
- Providing product education and advice
- Attending trade exhibitions, conferences and meetings
- Ensuring that set personal sales targets are met, month by month
- Submitting weekly and monthly sales reports on the set KPI's

#### **Key Skills and Minimum Qualifications**

- A degree or higher national diploma (HND) in Electronics Engineering.
- At least 3 years experience in technical sales in a busy security/vehicle tracking company
- Strong technical skills
- Organizational skills
- Excellent interpersonal and Communication skills
- Analytical skills

- Team player
- Sales skills
- Commercial awareness
- A full driving licence is also normally necessary

## **SALES EXECUTIVES (6)**

### **REPORTING TO THE HEAD OF SALES & MARKETING MANAGER**

### **LOCATION – NAIROBI AND MOMBASA**

The Sales Executive Officers will be responsible in delivering a broad range of Company products and Services to Clients in order to increase the Company's revenue and growth.

#### **Main Duties and Responsibilities**

- Planning Sales activities and Customer / Prospect contract
- Preparing reports, Proposals, and Quotations
- Conducting surveys
- Ensuring Sales targets are met month by month
- Conducting presentations to the Clients
- Identify Business opportunities, Carry out market research/intelligence and analyze sales options in the Industry
- Follow up on potential Clients and closure of sales
- Represent the Company at trade exhibitions, events, and sales activations
- Maintain relationships with Clients for business opportunities and retain new Clients.
- Submitting weekly and monthly sales reports on the set KPI's

#### **Key Skills and Minimum Qualifications**

- Minimum of Degree or Diploma in Sales and Marketing or a business related field
- At least 3years experience in Sales and marketing in a busy security/tracking Company
- Excellent Skills in Communication, Presentation, business reporting and competitive proposal writing and negotiations.

#### **How to apply**

Candidates who meet the requirements and are interested should submit their application together with detailed Curriculum Vitae to [hr@911group.co.ke](mailto:hr@911group.co.ke) to reach the undersigned on or before **07<sup>th</sup> February 2020**.

Only shortlisted candidates will be contacted. Nine One One Group Limited is an equal opportunity employer.

**The application should be addressed to:**

**Human Resource Department**

**Cliffon Park, 2<sup>nd</sup> Floor**

**P.O BOX 79448-00200**

**NAIROBI**