



## **VEHICLE TRACKING SALES EXECUTIVE POSITION**

### **Purpose of job:**

Responsible for all vehicle tracking sales activities in Kenya. Manage quality and consistency of product and service delivery. Identifies objectives, strategies and action plans to improve short- and long-term sales and earnings.

### **Key responsibilities:**

- Sourcing for new tracking business as per the monthly targets.
- Sourcing for tracking business from existing clients as per the monthly targets
- 90% conversion of sales leads from contact center and marketing.
- Conduct market research intelligence in tracking.
- To prepare appropriate quotations and deliver to the clients with stipulated timeframe.
- To follow-up on all quotations and ensure 100% closure and submit weekly reports.
- Analyze business proposal responses and prepare weekly reports.
- Ensure that service contracts, direct debits are signed before commencement of the service.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.

### **KEY PERFORMANCE INDICATORS**

Corporate success factors:

- Increase sales of tracking devices
- Revenue growth
- Customer satisfaction
- Value adding talent management and succession planning model

### **Required qualifications/experience & key competencies**

- Problem-solving and analytical skills to interpret sales performance and market trend information.
- Experience in developing marketing and sales strategies.



- Excellent oral and written communication skills, plus a good working knowledge of Microsoft Office Suite is required.
- Thorough understanding of marketing and negotiating techniques
- Self- motivated with results-driven approach
- Aptitude in delivering attractive presentations
- Knowledge in logistics platforms will be an added advantage
- A university degree or higher diploma in Sales and marketing or business studies is preferred
- Minimum of two (2) years' experience in selling of Fleet management systems

If you have whatever it takes kindly send your CV to [careers@securex.co.ke](mailto:careers@securex.co.ke) clearly indicating on the subject '**Vehicle Tracking Sales Executive**' on the subject line by 10<sup>th</sup> September 2019.

Only shortlisted shall be contacted.