



Sales Specialist – Eldoret Branch

Securex is a 50-year-old business specializing in risk and security solutions for both B2B and B2C customers. We are building a new sales team to change the way the Kenyan market think about security and their homes/businesses, also moving towards IoT and AI powered technologies.

We need young, intelligent, dynamic and ambitious individuals that will help Securex break the boring traditional mould.

If you are eager to be a game changer and not a spectator, come join our team and build a career with the security company that understands that in life change us the only constant.

Sales Specialist Responsibilities:

- Understanding customers' diverse, specific business needs and applying combined product and service knowledge to build solutions to meet those needs.
- Ensuring quality of service by developing a thorough and detailed knowledge of client threats and challenges
- Show passion and be willing to learn about our industry and advise clients on the cutting edge technology, supporting them through technological change
- Identifying and developing new business through networking, and courtesy and follow-up calls.
- Preparing and delivering presentations to senior stakeholders
- Build long term relationships with decision makers through managing and interpreting their requirements
- Cold-calling in order to create interest in products and services and generate new business leads and arrange meetings.
- Identifying opportunities for further sales and new areas for development through detailed research of the specific industry/market.
- Maintaining awareness and keeping abreast of constantly changing software, hardware systems and peripherals.
- Providing technical advice to customers on all aspects of the installation and use of computer systems and networks, both before and after the sale.
- Support marketing activities by attending trade shows, conferences and other marketing events.

Sales Specialist Requirements:

- Bachelor's degree
- Results orientated
- Driven and motivated, passionate about achieving targets





- Strong analytical and critical thinking skills
- Excellent rapport building, customer service and leadership skills
- Networking
- Willing to work and collaborate with team members

Please send your CV indicating clearly on the email heading Sales Specialist - Eldoret to careers@securex.co.ke on or before 20th March 2020.

