|  |  |
| --- | --- |
| **Job Title:** SALES EXECUTIVE | **Proposed Job Level:**  Mid-Level |
| **Reporting to:** Sales Manager | **Location:** Kampala |
| **Date: 5/04/2024** |  |



**Purpose**: We are looking for vibrant , dynamic and energetic candiadte to join our team in the Commercial and Marketing Deaprtment.

**Role Definition**:The Sales Executive is to identify and develop new business through networking and prospecting techniques in accordance with the growth objectives.

**Key Tasks and Responsibilities:**

1. Plan & conduct Client & Marketing Research activities covering New Product Development & Competition activities, among other objectives, & act on the information generated to achieve increased market share in line with the Sales & Marketing Client Research Process.
2. Generates IT (information technology) sales and business in line with IICS sales strategy and objectives.
3. Develop & maintain profitable cooperation & relationships with clients in line with the IICS Sales & Marketing Plan.
4. Make sales visits and presentations in line with the IICS Sales & Marketing Plan.
5. Maintains advanced knowledge of products and services offered in line with the IICS Sales & Marketing Plan and services.
6. Regularly provide written reports to IICS management on the Departmental performance against Targets as per the Sales & Marketing Department reporting system.

**Key Competencies / Skills:**

* Experience with Sales and Marketing.
* Knowledge of relevant products and Sales.
* Strong negotiation and relationship-building skills.
* Critical Thinking
* High Energy level, motivation, Ambition.
* Written and Verbal communication.
* Ability to work under pressure.
* Strong organizational and time-management skills.

**Educational Level:**

* **Must have:**
* Bachelor’s degree in Business Administration, Computer Science or Marketing or a related field is preferred.

**Working Experience:**

**Must have:**

* At least four years’ experience in the field. With a proven track record of sales success.

**Remuneration:** Commission Basis.

How to apply; Applications to be submitted to the Human Resource and Administration Manager P.O.BOX 73217 Kampala, Email :**careers@technologies.com**

Closing date 12/04/2024.