

# **JOB VACANCY**

## **Sales and Marketing Executives**

We are looking to fill the positions mentioned above. The marketing executives will be responsible for the sales performance, across all accounts assigned. Key areas of concentration both locally and internationally include:

- To ensure teams clear focus on distribution, promotions, sales, stock management, POS implementation, payments, data collection and analysis.
- Facilitate development of an effective, modern trade strategy that will deliver profit and growth for the business within budget, time and policy parameters through efficient control of the resources.
- Drive market share growth.
- Identify prospects, maintain customer relationships and identify ways to grow their sales figures.
- Achieve the set monthly and quarterly sales targets

### **Knowledge, Skills and Experience**

#### **Education:**

- BA in Business Adminstrating, Marketing or similar from a recognized University.
- A Master's Degree in Marketing will be an added advantage.

#### **Experience:**

- A minimum of 3 years' experience in a wide range of FMCG functions with a recognized business.
- The role requires the FMCG specialists to have a very high level of commercial business sense.
- Strong operational knowledge and experience of working with key accounts.

#### **Skills:**

- Language: Swahili/English knowledge.
- High proficiency in MS Office, Excel & PPT.
- Sales Skills; Negotiating Skills, Analytical & administration ability, strong social & interpersonal.
- A self-starter capable of assessing conditions and implementing appropriate interventions.
- An individual who upholds professionalism, integrity (has the ability to manage confidential information), leadership, respect and prioritizes company goals and objectives.
- If you meet the above qualifications, please email your resume to: **info@javanscoffee.co.ke**.

**Deadline: 16<sup>th</sup>, October 2024.**