



DELLWEST TECHNOLOGIES

Circular Details

Job Title : Sales Executive

Designation : Sales & Marketing

Experience : 2 years

Age : 20-30

Salary Range : KES. 10,000- KES. 35,000 Plus commissions

Vacancy : 2

Posted Date : 23.01.2025

Last Date to Apply : 08.02.2025

We are looking for Sales Executives to join our dynamic team of Direct Sales. Your overall objective will be to make use of your hunting, analytical and negotiation skills to acquire new clients. In this role, you will engage with SMEs across Africa and advise them on the best solution to adopt for their business.

Overall, you will be in charge for the whole Sales cycle, from leads to closing, including customers' on-boarding. This role is for people who are excited to work where business and software meet. You will learn different management practices across a variety of industries and how DELLWEST's various applications can be used to serve business needs.

Below are the duties and responsibilities for this role;

Qualify Leads: Manage a pipeline of potential customers and assess their suitability for our solutions
Understand Customer Needs: Conduct thorough discovery meetings to understand customer needs, pain points, and business challenges. Use this information to position our software solutions as the ideal fit. Product Demonstrations: Deliver engaging and customized product demonstrations that showcase the value and benefits of our software solutions, addressing specific client pain points. Prepare Proposals and Quotes: Develop and present tailored proposals and pricing models to potential customers, ensuring they align with both client requirements and company objectives. Negotiate and Close Sales: Lead negotiations on pricing, contract terms, and conditions and work to overcome objections and close sales to meet or exceed revenue targets. Collaborate with Internal Teams: Work closely with the Business Analysts and Customer Success teams to ensure customer needs are met and feedback is shared for continuous improvement.

Must have

Minimum academic requirement of a Degree or Diploma in business related field. At least 1 year of sales experience preferably B2B Sales Proactive with results-oriented mindset & an outgoing personality Strong business knowledge and curiosity Genuine interest in software products A passion for Sales Excellent communication skills - Fluent in English Great organizational skills Work permit for Kenya (if applicable)

Desirables