

JOB DESCRIPTION

Location: Nairobi

Job Title: Technical Sales Engineer

Reports to: Technical Director with dotted line to Sales Director

To Interact Directly With: Internal: Directors, Projects and Infrastructure Manager, Alarms and Installation Manager, Sales Manager, Operations Manager, Sales External: Customers, Supplier, Engineering Consultants & Architects

Key Responsibilities:

Technical and Sales:•

- o To promote and assist the sales of alarms and technical projects achieving sales & profit budgets and maintaining the reputation of the company /division as a leading provider of security technology solutions.
- o To provide client liaison and ensure that our client's contracts are completed on time to International Standards and to the complete satisfaction of the client.
- o To survey, design and present electronic security systems to prospects or customers and close the sales.
- o To ensure our client earns and maintains a reputation as being the most professional, cost effective, value for money, security solution provider in Kenya.

- o To liaise with the Sales Manager and assist Sales Representatives in carrying out surveys, costing and preparing quotations and carrying out marketing and promotional activities.
- o To prepare tender documents in a professional and competitive manner.
- o To train sales representatives on product knowledge, preparing competitive quotations and tenders, and competitive selling strategies.
- o To keep updated on the latest technologies and services that our client plans to offer by liaising with the Projects and Infrastructure Manager.
- o To identify new technical products or services that are needed on the market, and work with the Projects and Infrastructure Manager to develop appropriate solutions.
- o Compile a monthly technical report to the Technical Director and Sales Director.
- o To provide technical sales support to any of our client's regional office.

Any other duty as may be assigned from time to time, including outside working hours and environment. The Technical Sales Representative will be called upon to work at any location within the group at very short notice.

Formal Education:

Minimum Degree in Electrical & Electronics or equivalent.

Technical Education:

Ordinary Dip in Electronics or equivalent technical qualification, Diploma in Sales or 3 years'

experience in sales .

Experience:

Minimum of 3 Years post-qualification in electronic security systems including intruder alarms, closed circuit television and access control systems. 1 year experience in electronic security project sales or alarm sales (or selling other technology products)

Age:

Minimum of 30 Years.

Personal qualities:

- o Good communication skills.
- o Presentable.
- o Ability to carry out assigned duties with little or no supervision.
- o Ability to work under pressure and for long hours.
- o In possession of drive and creativity.

How to apply:

Kindly apply for this role via the link below:

<http://kamakazi.co.ke/job/technical-sales-engineer/>