

Description

Job Purpose

Responsible for promoting and sell Enterprise Sales products, retention of corporate base, revenue growth and work within the sales team towards achievement of goals. Responsible for Achieving the sales target to ensure established annual and month of month targets are achieved. Responsible for Resolving customer issues to build customer loyalty.

The Job

- Execute marketing campaigns and seminars to attract new business opportunities.
- Enhance understanding of enterprise solutions and compare them with competitors' strengths and weaknesses.
- Maintain strong relationships with corporate customers and provide exceptional service to retain them.
- Create presentations for corporate clients to generate new sales for the company.
- Achieve sales targets to ensure both annual and monthly goals are met.
- Follow up with customers, resolve issues, and build loyalty.
- Attend corporate meetings, conferences, and trade fairs to expand the customer network and stay updated.
- Ensure exceptional service to existing customers to maintain satisfaction and achieve 100% retention.
- Regularly meet with corporate customers to strengthen relationships and ensure retention.
- Identify customer needs, organize loyalty events, and ensure debt recovery to maintain high customer satisfaction and secure revenue growth.

Entry Requirements

The Person

- Bachelor's degree in marketing or another related field from a recognized university
- CIM/SLIM qualification
- Possessing an MBA will be an added advantage.
- 2 years' experience in Enterprise Sales