

## Sales Executive

### Vacancy

Assignment: Based in Nairobi, Kenya

Duration of Contract: Minimum 2 years, extendable on mutual agreement.

We are seeking for a candidate that will be responsible for business development in the SME space. The role holder shall be responsible for creating opportunities in the non-named accounts space, by selling end-to-end Cisco Systems's Networking, Security, Collaboration, Data Center solutions.

The broad responsibilities include:

- Works closely with Corporate Sales Leader in addressing SME space.
- Works very closely with OEM community such as Cisco in developing the market.
- Identifies potential customers in the targeted segment and pursues business development activities to create opportunities.
- Understands customer's requirements and position appropriate solutions.
- Involves Presales teams where required in designing complete solution to the customer.
- Provides commercial proposal to customers.
- Actively gets involved in objections handling, negotiations until closure.
- Regular follow ups until Purchase Order is received.
- Provides weekly reports to the assigned supervisor.
- Strives to meet the assigned KPIs.

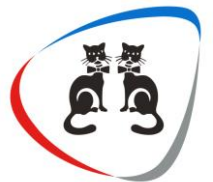
Desired skills & experience:

- Degree holder from a reputed University
- Minimum 4-5 years of work experience in working with IT companies in Kenya.
- Proven track record of achievement of set goals, should have handled yearly targets to the tune of USD 1 million to USD 2 Million in a year.
- Experience of selling Cisco network solutions.
- Excellent Communication & Presentation skills
- Fluency in usage of tools such as Microsoft Word, Excel, Power Point.

Highly self- Assignment: Based in Nairobi, Kenya

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- motivated
- Ability to effectively prioritize and execute tasks in a high-pressure environment
- Proven analytical and problem-solving abilities



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- Team-oriented and skilled in working within a collaborative environment
- Effective written and verbal communication skills

To apply for the position, send your application to [talent@copycatgroup.com](mailto:talent@copycatgroup.com) highlighting “**Sales Executive**” as the subject. Deadline for submissions is Friday, 29<sup>th</sup> March, 2019 C.O.B.

*Due to the high number of applications, only shortlisted candidates shall be contacted. Copy Cat remains an equal opportunity employer. Persons with disabilities are encouraged to apply.*