

Sales & Marketing Executive- Cleaning & Landscaping Services

Position: Sales & Marketing Executives- Cleaning Services

Location: Nairobi

No of positions: 1

Nature of Job: Full time

Summary

Ifor Cleaning Services Limited is a leading Cleaning and Landscaping Solutions Company providing Quality, Affordable and Tailor-made solutions to our clients. We presently service tens of clients promoting clean and healthy work environments for clients in Institutional, Corporate, Residential and Commercial sectors.

Our business activities focus on the following areas of expertise:

- Commercial & Residential Cleaning Solutions
- Commercial & Residential Waste Management Solutions
- Fumigation & Pest Control
- Landscaping and Gardening Services
- Repairs, Painting & Renovations

Ifor Cleaning Services Limited seeks to hire a Client Relationship Manager who will be tasked with building and preserving strong relationships with potential and new clients while generating additional business by identifying opportunities for greater profits, and recruiting new clients.

Key Responsibilities

- Identify key contacts at potential client companies and approach them to establish and foster a relationship.
- Maintain good relationships with clients.
- Pre-planning weekly sales prospects
- Networking, Cold calling and visiting potential clients
- Arranging meetings with potential clients and explain the services and provide estimates and proposals
- Record information on a database and maintain clients' database
- Setting up of appointments

- Target appropriate clients-Facilities, premises, Companies, Healthcare, Hospitality, Commercial, Industrial, Education etc.
- Survey and assess potential clients' needs.
- Preparing of quotations/proposals/tenders and presentations
- Conduct follow up calls, relationship building and free demos for clients
- Negotiating the sales and clinching business with clients
- Participate in one-on-one meetings with clients to explain services in an effort to guide their choices.
- Understand the clients' needs, problems as well as challenges and identify ways to develop plans on how the business could better address those needs.
- Aim to preserve and renew contracts.
- Grow the business by identifying new sales and business development opportunities.
- Seek opportunities to cross-sell or upsell to existing clients.
- Provide excellent service in order to maintain a positive reputation for the business.
- Act as a point of contact for complaints and ensure customer issues are resolved in a prompt and professional manner.
- Develop and execute a strategy to meet the set revenue targets
- Promote high-quality sales, supply and customer service processes

Requirements

- Degree or diploma in Sales and Marketing
- Previous work experience in sales and marketing with a cleaning company
- Track record of accomplishment of Cleaning services sales
- Aggressive in marketing
- Excellent communication and selling skills
- Outgoing personality with useful networks
- Relevant experience is key
- Self-motivated with Go-getter attitude

If you are up to the challenge, possess the necessary qualifications and experience; please send your CV only quoting the job title on the email subject (Sales & Marketing Executive – Cleaning Services) to careers@iforcleaning.com on or before 9th February, 2020.

N.B: We do not charge any fee for receiving your CV or for interviewing

Only candidates short-listed for interview will be contacted.