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**Job Ref. No. CS1/001**

**Job Location: Outskirts of Nairobi**

**Position: Cabro Sales Representative**

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We are looking for enthusiastic sales personnel with experience in cabro's, paving blocks, building tiles, and other precast materials to partner with us in tapping in the growing cabro's industry.

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### **Role Purpose**

A salesperson in the **cabro industry** (concrete paving stones) is responsible for driving sales and building client relationships within the construction and landscaping sectors. This role requires a blend of general sales skills and specific knowledge of construction materials, applications, and industry practices.

### **Main Responsibilities**

- Achieve agreed-upon sales targets and outcomes, accurately track sales activities using CRM software, and submit timely reports on performance and expenses.
- Visit client sites and projects to take measurements, advise clients on area coverage, and provide technical sales assistance
- Present, promote and sell all products/services using solid arguments to existing and prospective customers.
- Identify and pursue sales opportunities thus expanding the cabros' market reach.
- To identify and have sufficient market awareness by being knowledgeable of market opportunities such as upcoming businesses, home owners, and housing projects.
- Attend trade shows to represent the organization and engage in marketing activities.
- Follow up on outstanding requests for proposals and estimates with clients by visiting their projects.
- Following up with the sales administrator and logistics team for product delivery to customers on a daily basis.
- Develop deep knowledge of cabro products, including specifications, colors, and applications, to effectively present solutions that align with customer needs.
- Manage the entire sales cycle, from initial contact and providing quotations to negotiating contracts and ensuring timely product delivery in coordination with logistics teams.

## **Key Competencies**

1. Excellent negotiation skills.
2. Good planning and organizational skills.
3. Strong convincing power
4. Attention to detail and accuracy in administrative tasks.
5. Strong communication and interpersonal skills.
6. Ability to prioritize tasks and manage time effectively.
7. Analytical and problem-solving skills.
8. Team player with a positive attitude and willingness to learn.

## **Qualifications**

1. Bachelor's degree in Business Administration, Sales, marketing, any other related field.
2. IT proficient (proficient in MS Word, Excel and PowerPoint)