

Company Profile

We are an independent, strategic marketing and communication agency with a unique approach to providing world-class services for our clients. Ebony Brand and Marketing Ltd helps corporates grow their products and brand in their designated territories.

----- A brief profile on the company including location and contact details-----

JOB PROFILE	
Job Title	Sales / Marketing Executive
Location	TRV Plaza, Muthithi Road, Westlands Nairobi
Qualification and Experience	Bachelor's degree in business administration, sales or marketing, or related field like pr & communications
Role and Responsibilities	Providing support for clients by learning about their needs and satisfying them Unearth new sales opportunities through networking and turn them into long-term partnerships Following up with prospects throughout the sales cycle to ensure needs are being met Presenting and demonstrating the value of our products and services to prospective clients Compiling and analyzing data to find trends Developing sales strategies and quotations for business growth and negotiating price optimally Respond to complaints and resolve issues to the customer's satisfaction and to maintain the company's reputation Staying current on company offerings and industry trends Maintaining a database of contact information Provide professional after-sales support to maximize customer loyalty

	Building long-lasting, mutually beneficial relationships with external contacts and internal departments to create a better customer experience
Key Competencies	• Incredibly strong customer service skills and excellent problem-solving ability • Sales and strong negotiation skills • Proficient in Microsoft office • Must have strong organization skills, pay attention to detail and place emphasis on follow-up. • Knowledge of market research, sales and negotiating principles Outstanding knowledge of MS Office; CRM software, Power Point, Excel Excellent verbal and written communication/presentation skills and ability to build relationships
Terms of Employment	6 to 12 months contract subject to renewal based on performance

----- **How to Apply** -----

Email us your cv: **marketing@ebonybrand.com**