



Excellent Opportunity for Experienced Sales Executives (B2B)

Grace Clean Energy & Water Limited seeks to employ talented & effective experienced sales executives. Your duties and responsibilities will be to sell our clean energy power sets and high-quality water treatment machines.

Please visit our website at <https://gracecleanenergywater.limited/about-us>

You will target the following prospective customer groups in the Kampala, Entebbe and Wakiso districts. We will also consider freelancers to cover Jinja, Bugiri and Tororo.

- Offices
- Hotels
- Restaurants
- Factories
- Medical Clinics and Hospitals,
- Factories
- Villages & Communities
- Ugandan Government Ministries
- NGOs

During the interview process, we may hire you as a freelancer. If you can perform and consistently reach sales targets, we will offer you a position as a full-time employee with many Company benefits.

If you have a solid sales track record and an established network to generate revenues immediately, we may hire you as a part-time or full-time employee.

Sales Executive's Tasks and Responsibilities

- Educate and convince prospective customers to purchase water treatment products as described above as well as water tanks, water pumps and spare parts;
- Answer customers' questions regarding product pricing and availability, product features and benefits;
- Emphasize the products' features and highlight how the customer can save time & money and improve their health and lifestyle;
- Identify relevant and promising sales leads, set up appointments to present the Company's products;
- Submit approved sales quotations to prospective customers; follow up until the sales agreement is signed and the machine is fully paid.



- Meet or exceed monthly and quarterly sales targets.
- Maintain contact lists and follow up with customers to continue and building long-lasting win-win relationships. **Experience with a leading CRM software package is a definite plus. We currently use VTIGER software.**

Sales Executive Background/Requirements

- High school diploma, business courses, sales & communications workshops
- **University degree in Sales & Marketing or Business Administration is advantageous.**
- At least two years of selling experience with a successful track record.
 - *Experience selling solar & battery power sets and water treatment systems is a definite plus*
 - **Effective communication skills in the English language and excellent networking skills. An extensive and active database of target customer groups is a strong plus**
 - Relationships with NGOs and local municipalities leaders/decisions makers is a definite plus
- Ability to prepare presentations and pitch to senior decision makers is required.
- Excellent customer service skills

If you seek to work at a professionally managed and teamwork-oriented company with significant growth potential, please send your CV, cover letter and current salary to Mrs. Dinese Hannewald, Chief Executive Officer and Owner of GCEWL. dinese@gcew.limited.

All correspondence and CVs will be held in strict confidence.