



Excellent Opportunity for Experienced Sales Executives (B2B) Kampala, Uganda and Nairobi, Kenya May 2024

Grace Clean Energy & Water Limited Kenya seeks to employ talented & effective experienced sales executives at its company in Kampala, Uganda. Your duties and responsibilities will be to sell our solar back-up power sets and high-quality water purification systems.

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

As a B2B company, our target customers are:

- Offices
- Hotels
- Restaurants
- Factories
- Medical Clinics and Hospitals,
- Factories
- Villages & Communities
- Government Ministries – Ministry of Health, Ministry of Education, etc.
- NGOs
- Construction companies

During the interview process, we will decide if we hire you as a freelancer or as a full-time employee. If you can perform and consistently reach sales targets after completion of your 6-month probation period, you will be offered a fixed contract.

Sales Executive's Tasks and Responsibilities

- Educate and convince prospective customers to purchase water purifiers 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 money, time and energy & improve their health and lifestyle with access to clean & safe water directly from the tap;
- Identify relevant and promising sales leads, call prospective customers and 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 required.** Additional business courses, sales & communications workshops are also good.
- **University degree in Sales & Marketing or Business Administration is advantageous.**
- **At least two years of B2B selling experience with a successful track record.**
 - a. Experience selling solar & battery power sets and water purifiers is a definite plus
 - b. Effective communication skills in the English language and excellent networking skills. **An extensive and active database of target customer groups is a strong plus**
 - c. **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.

Interviews will take place in May and June 2024.

All correspondence and CVs will be held in strict confidence.