



## Excellent Opportunity for Experienced Sales Executives (B2B) Nairobi, Kenya January 2025

**Grace Clean Energy & Water Limited Kenya** seeks to employ talented, effective and experienced sales executives at its company in Nairobi, Kenya. 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
- Medical clinics and hospitals,
- Restaurants and bars
- NGOs
- Schools and universities
- Factories
- Construction companies
- Government Ministries – Ministry of Health, Ministry of Education, etc.
- Villages & communities

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 achieve 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 solar power sets and 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 and reliable electricity via solar energy;
- 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 purchase order agreement is signed and the system is fully paid.



- Meet or exceed monthly and quarterly sales targets. Depending on your sales level, you are expected to sell two of our main products – water purifiers or solar back up power sets per month.
- We prefer candidates with an existing business network that contains prospective customers.
- 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

- **A high school diploma with good grade is 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 network of target customer groups is recommended and we will ask you about your network during the interview to assess your sales potential and success at GCEWL
  - c. **Relationships with NGOs, national and county government 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](mailto:dinese@gcew.limited).

**Interviews will take place in January and February 2025.**

*All correspondence and CVs will be held in strict confidence.*