

## Sales representative (Hotel amenities)

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Company: PRI

Location: Lusaka

Category: other-general

### Overview

#### **WE ARE HIRING!!!**

One of our clients in the manufacturing world is looking for a sales representative to join their team.

#### **RESPONSIBILITIES:**

Identify new markets and business opportunities and increase sales.

Conducts daily sales calls and arrange site visits.

Able to provide Quick and timely responses, immediate communication to the properties, develop professional long term business relationships with clients.

Provide the highest quality of service to the customer at all times.

Targeting key accounts potential for the company.

Builds and strengthens relationships with existing and new customers to enable future orders.

Update action plans and financial objectives quarterly.

Develops relationships within community to strengthen and expand customer base for sales opportunities.

Manages and develops relationships with key internal and external stakeholders.

Acquiring and developing new business accounts and preparing sales proposals for clients.

Closely following up on all business leads within a 24 hour response time line to clients.

### **REQUIREMENTS:**

A minimum of 3 Years proven sales experience.

A Clean Drivers License.

Bachelor's degree from a recognized institution in a Sales & Marketing or similar field

Strong Analytical and Critical Thinking Skills.

Excellent Customer Service and Leadership Skills.

Strong Networking Ability.

Strong ability to work with a range of different people & cultures.

Ability to remain and present a professional persona.

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