

We're Hiring

Sales and Marketing Executive.

Job Description

Royal Star Expeditions is a tour and travel agency based in Nairobi Kenya. We are excited to announce that we are looking for an experienced Sales and Marketing Executive to join our team and help us expand our business by acquiring new clients.

The successful candidate will be responsible for designing and implementing sales and marketing strategies as well as conducting thorough market research on competitors' products and services.

Responsibilities.

- Reach out to potential clients through phone calls, emails, and in-person meetings.
- Negotiate deals with potential clients and close sales.
- Creating awareness of the products and services offered by the company.
- Client relationship management. Follow up with clients in a professional manner to ensure their satisfaction and address any concerns.
- Conduct market research on competitors' products and services.
- Designing marketing and sales strategies.
- Participating in exhibitions and conferences organized by the company.
- Maintain accurate and up-to-date records of all client interactions and sales activities.
- Meet or exceed monthly and quarterly sales targets.

Requirements:

- Prior work experience as a Sales and Marketing Executive or a similar position in the Sales Department
- Strong communication and interpersonal skills.
- Good negotiation and sales skills.
- Ability to work independently and as part of a team.
- A self-starter with a positive attitude and the ability to think creatively.
- Excellent time management and organizational skills
- Demonstrate excellent knowledge of various marketing tactics.
- Proficiency in Microsoft Office Tools.
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If you are interested in taking up this interesting job role, send in your job application right away. We will be happy to meet you.

Apply via the website www.royalstarexpeditions.com

Only shortlisted candidates will be contacted.