

A leading IT company within the fast growing Nairobi area is seeking graduates to fill **Key Account Managers** positions.

### **Job Description**

- Interact with clients, negotiating terms, ensuring satisfaction, and closing sales.
- Meeting and growing revenue targets for new and assigned accounts
- Negotiation and maintenance of sales or service contracts
- Research and identify new possibilities for corporate accounts, reaching out and communicating business value.
- Coordinate and attend events and outreach, tracking marketing campaigns and evaluating sales success.
- Schedule and conduct account reviews to strengthen satisfaction and build repeat customers.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Identify and grow opportunities within new and existing clients to ensure growth attainment
- Assist with high severity requests or issue escalations as needed
- Prepare and send accurate sales quotes to your prospective clients.

### **Requirements**

- Young lady below 30 years, **MANDATORY** attach recent passport or full photo.
- 2+ years of account management or other relevant experience
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and managerial levels.

- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple client requests at a time while paying strict attention to detail
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Willing to work with minimal supervision.
- Continuous self-training on the job to update your knowledge on the ever changing IT products and services.

If you meet the above criteria send your resume to [info@silicondistribution.com](mailto:info@silicondistribution.com) before 20<sup>th</sup> March 2015.