



### JOB DESCRIPTION (JD)

<b>Job Title</b>	SALES ACCOUNTS MANAGER	<b>Effective Date: Immediately</b>
<b>Business Unit</b>	SIMBANET COM LIMITED	<b>Date reviewed : NOV 2017</b>
<b>Report to:</b>	HOD - Enterprise	
<b>Annual Targets</b>	As communicated by HOD	

**1 Profile and Main Purpose of the Job:**

SimbaNET Com Limited is part of The Wananchi Group and one East African's leading internet, data and entertainment companies, first Triple Play brand, incorporating broadband internet, cable television and voice services. The SimbaNET Sales Account Manager will work within the SimbaNET Sales Department and will report to the Corporate Sales Manager on Daily Activities. It is expected that the Sales Account Manager will independently and manage sales within the SimbaNET Sales Department and at the Customer. The Main Focus will be Sales, Collection, and Client Relations. The Sales Account Manager will independently produce and manage quotations/proposals /tenders and will submit them to the Customer under the supervision of the Corporate Sales Manager. The target will be to close all sales calls.

**Key Responsibilities:**

- (a) Identifying and developing suitable prospects in the assigned sectors to approach for selling SimbaNET and Group Products, Solutions and Services
- (b) With the approval of the HOD Enterprise, negotiate rates for proposed products and services with customers
- (c) Ensure customers obtaining services from the company execute appropriate service agreements
- (d) Follow up payments of customers after the invoice has been raised as per policy
- (e) To achieve agreed sales target within the specified time
- (f) Build and maintain a pipeline that guarantees the above targets are achieved
- (g) To provide regular feedback from the marketplace on the effectiveness and suitability of the products and services and new product requirements.
- (h) To prepare and submit weekly reports as required and directed by the HOD Enterprise
- (i) Offer support to other divisions such as CRM, Customer Support and Finance in facilitating collections, issue resolutions and upsales.

**2 TARGETS**

- Achieve the agreed sales targets month on month.

**3 Requirements:**

1. A degree in any commercial related field or Information Technology.
2. Minimum of 5 years corporate selling experience in Telecommunications – ISP, PDNO, GSM operators, Resellers etcetera.
3. Should have good knowledge of customer relations.
4. Good knowledge of Wimax, Fiber and VSAT technologies.
5. A good understanding of the Sales cycle

**Required Competencies:**

6. Excellent communications and negotiation skills
7. Fluent in English (written and spoken).
8. Ability to quickly grasp concepts, work under pressure, deliver to meet deadlines
9. Must be self-driven, motivated, enthusiastic, positive and pleasant individual who is result oriented
10. Ability to interface and communicate effectively at all levels within a corporate environment
11. Must be a team player and can demonstrate the ability to work with the various departments within the company to achieve the shared Vision

3	<p><b>Job description</b>          To be signed on employment, job review or re-assignment to a new job, after discussion with line manager.</p> <p>Manager.....Date..... Job Holder.....Date.....</p> <p><i>This is a description of the job as it is presently constructed. This may be reviewed periodically and updated to ensure that the job description fully reflects the duties of employee.</i></p>
	<p><b>Application:</b>          Qualified and interested candidates send their application and CV to <a href="mailto:recruitment@simbanet.co.ke">recruitment@simbanet.co.ke</a>          (The position is open until filled).</p> <p><i>SimbaNET COM Ltd is an Equal Opportunity Employer and will offer competitive compensation to the right candidate. Only shortlisted candidates will be contacted</i></p>