

## JOB DESCRIPTION

<b>Job title</b>	<i>Sales Representative</i>
<b>Supports</b>	<i>Supports Sales Department for Chronos Stores</i>

### Job purpose

Accomplishes business development activities by researching and developing marketing opportunities and plans; implementation of sales plans.

### Duties and responsibilities

- Meet personal and team sales targets
- Maintain and expand client database within your assigned territory
- Selling products and services using solid arguments to prospective customers
- Reach out to customer leads through cold calling
- Ability to create and deliver presentations tailored to the audience needs
- Analyzes trends and results in sales.
- Provides historical records by maintaining records on area and customer sales.
- Identifies marketing opportunities by identifying consumer requirements; defining market, and competitor's strengths and weaknesses; establishing targeted market share.
- Advises customers by providing information on products.
- Builds and promotes strong, long-lasting customer relationships by understanding their needs
- Compulsory visits and follow-ups of prospective and existing clients.

### Qualifications

- Ability to drive sales from start to finish
- Good knowledge of Microsoft office
- Ability to be persistent
- Excellent selling, negotiation and communication skills
- Self-motivated and driven
- Ability to think ahead and forecast future opportunities and problems
- Experience as a sales representative.
- Accuracy and attention to detail

### Working conditions

Employee is required to work five days a week (preferably Mondays to Fridays) in a week from 9am – 5pm; Employee will schedule visits to prospective and existing clients at least three days of the week.

### Direct reports

To report to Hassan (Head Architect) and Mosun (HR/Admin).

If you are certain you are the best candidate for this role, and know you are also highly motivated enough to join our team, please submit your resume/CV to [jobs@chronos-studeos.com](mailto:jobs@chronos-studeos.com) with the title "SALES REP FOR CHRONOS", before **Friday, 15<sup>th</sup> September 2017**. Only shortlisted candidates will be contacted for a quick sales pitch interview.