



SALES REPS ROLE

Who we are:

S&S is a vertically integrated textile solution provider based in Ruiru, Kenya. We design, produce and distribute a vast array of textile consumer solutions in Sub-Saharan Africa under our two brands **butterfly®** and **texStyle**.

Our energy, focus and commitment are directed towards providing exceptional solutions to our customers proactively in a way that has no match! Our Team is made up of Committed, Curious and Exponentially Driven people who strive to add value in all they do.

Job Description / Duties & Responsibilities

- Customer Experience
 - simplify the customer's life and reason to work with S&S
 - explore all tools, technologies and opportunities to scale and grow
 - make customer journey easier
 - build brands through the experience we create for our customers
 - create an environment where the customer thrives
- Lifetime Relationships & Value Generation
 - build and grow an active pipeline of customers for all our brands, products and service offerings
 - builds value and growth in each customers business with S&S
 - build & nurture trust between customer & S&S
 - who is our future customer?
 - what drives the future customer?
- Market Intelligence
 - actively and dynamically know your consumers, customers, markets, competitors, opportunities
 - learn from behaviors of customers/consumers to understand them better
 - understand the customers business, their clients, the challenges, the pain points, and the areas of growth
- Data & Analytics Driven Execution
 - analyze, interpret, implement, and reiterate - data driven
 - data analytics for execution (simple, fast & effective)
- Customer Engagement
 - market and story tell our brands and products
 - build a system of active referrals
 - explore a dynamic mix of tools (social media, marketing, content, referrals, scouting, acquisitions, partnering, etc.) to be continuously part of the customer conversation
 - keep the customer engaged actively
 - virtual & in person client engagement
- Products & Services Offerings & Value
 - know your offering / products
 - product knowledge / differentiation / product roadmap understanding
 - competitor landscape analysis / market intelligence

- product positioning policy
- customer / consumer profile
- actively drive new offerings market launch
- actively innovate products through in-depth and extensive customer and consumer driven insights
- engage with customers on brands and products all the time
- Actively collaborate within S&S
 - provide a seamless experience to all customers
 - enable live and dynamic sharing of insights to drive decisions and execution
 - learn & share product information, market knowledge
 - sharing insights and ensuring S&S fully onboard with each customer's profile, prospect, and promise
- Deliverables
 - revenue growth (range, volumes, customers, markets)
 - diversify revenue streams & opportunities
 - drive & achieve market leadership in our focus areas
 - drive exponential growth and exceed sales targets
 - increased efficiency in sales process in field
 - sales analytics & growth
 - customer growth pathways
 - generate monthly, quarterly and annual targets and budgets and results
 - track key sales metrics and extrapolate and implement growth flight paths
 - setting targets, across all parameters (divisional, products groups, business types, reps, routes, regions, etc)

Requisite Soft Skills & Talent

- Passion in Selling
- Self Driven + Proactive
- Customer / Consumer Focused
- Growth and Result Focused
- A relationship builder
- A curious and learning mindset
- A good communicator
- Attentive to detail
- Leveraging on insights

Qualifications Requirements

- Qualifications - College degree/Certificate in Sales and/or marketing or any Business-related course.
- Experience – 3 to 5 years in **both conventional and modern Trade** - with proven results.
- Technical skills:
 - Extensive knowledge and use of MS excel
 - Analytical skills
 - Interaction with a POS system
 - Computer application packages necessary to manage online customer engagement.

Package & Benefits

- Competitive remuneration package commensurate with the role and deliverables.
- This is an opportunity to be part of an **amazing culture, great work environment & empowered teams**.
- S&S is a great platform to express and exhibit **growth capabilities** and reward for Exceeding Expectations is assured.
- S&S values personal development and nurtures this through **Continuous Learning**.