

*An internal opportunity exists within the Safal Group for a **Project Sales Manager** to be based in **Athi River, Kenya** and who is able to work independently with minimal supervision, demonstrate high integrity and professional ethics and make decisions on the role in a prudent manner. The position reports to the **National Sales Manager – Direct & Projects**.*

Overall Purpose of the Position:

To manage the Project / Institutional Sales through project sales team, identify and manage customer accounts, develop roofing solutions as per the customer requirements, manage the fundi club and ensure adequate installation training to the Installers. Develop relationship with the influencer community of Architects, Quantity Surveyors, Structural Engineers, Contracting Community and Key End-users.

Key Performance Areas:

- Oversight of the project sales team in delivering the monthly volume targets
- Tracking of enquiry, conversion to orders and ensure timely billing to the customers
- Ensuring the collection of outstanding from the project customers as per the credit period
- Ensuring the contribution as per the agreed / budgeted targets
- Ensuring Roofing Solutions are given to the customer wherever required and business is generated
- Managing the Fundi Club, ensuring the various activities as per calendar and rolling out the training program for the Roofing Installations.
- Key Relationship with the Influencer community like Architects, Structural Eng., Quantity Surveyors, Contracting Community and end-users.
- Identify the various roofing requirements of the customers and developing technically correct solutions for addressing the same.

Minimum Qualifications and Experience Requirements :

- Degree in Engineering/ Architecture
- Diploma in management is an added advantage
- 5 - 7 years of working experience in Construction Industry

The Group subscribes to market-related remuneration. The Remuneration for this position will be commensurate with the applicant's level of experience and qualifications.

Suitably qualified and eligible applicants should submit a comprehensive CV, together with a covering letter supporting the application to careers@safalgroup.com.

Closing date for applications is **1st March, 2019**. Please note that only short-listed candidates will be contacted.