



Position	Sales Executive (Biomedical)	Function Department	Sales
Grade		Reports To	Marketing Manager
Scope		Duty Station	Head Office

Job Summary

The Sales Executive (Biomedical) responsibility is to interact with both potential and existing customers by offering the best possible customer experience as well as providing hands-on explanations of any products. He/she will work as an ESTEC ambassador and is responsible for establishing and maintaining good relationships with customers.

The sales executive (Biomedical) acts as support for prospects by presenting persuasive sales proposals to customers encouraging sales leading to potential future sales and repeat business.

Main Responsibilities

- Develop sales plans and strategies for all products and markets.
- Carryout basic equipment installations and qualification tests.
- Undertake market research and market analysis competently.
- Undertake basic trouble shooting and maintenance on analytical instruments.
- Improve customer satisfaction through continuing education on equipment utilization by customer.
- Organize and conduct product demo activities to customers.
- Train clients on operation of analytical instrument and application techniques.
- Follow up projects/tenders.
- Assisting the technical team in installation of equipment.
- Processing new orders in the CRM system and updating the existing orders as necessary.
- Support trade shows and professional conferences by making presentations.
- Use market and product knowledge to assist in developing sales, marketing and customer service strategies.
- Produce well-written post-training reports and provide regular feedback on customer satisfaction and needs.

Critical Success Factors for the Job

Job Specifications	Behavioural Skills	Relevant Competencies
<ul style="list-style-type: none"> • Minimum of Bachelor's Degree in Molecular Biology or Biochemistry. • Should have at least 5 years' experience in Molecular Biology testing using modern 	<ul style="list-style-type: none"> • Excellent customer service skills. • Strong planning and organization skills. • Outstanding communication skills • Self-motivated and 	<ul style="list-style-type: none"> • Good knowledge of modern analytical techniques and applications. • Willingness to Learn - constantly looking for ways to gain additional

techniques.	creative <ul style="list-style-type: none"> • Disciplined and work with minimal supervision. • Relationship management skills. • Report writing, presentation skills. • Analytical skills, detail oriented. 	knowledge and perspective to better serve customers. <ul style="list-style-type: none"> • Solutions-Oriented - Selling from a solutions-oriented perspective and keeping the needs of the customer front and centre to convert leads.
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HOW TO APPLY

If you meet the above requirements/qualifications and are interested in an opportunity to work with us, we would like to hear from you.

Kindly forward your application accompanied by a detailed resume, email address, daytime telephone contact, name, and address of three referees to hr@esteckenya.com not later than **31st March 2023.**

NB: Only shortlisted candidates will be contacted. ESTEC is an equal opportunity employer.