



**Job Title:** Sales Executive

**Location:** Uganda

**Department:** Sales & Marketing

**Reports to:** Director

### **Position Summary**

The Sales Executive is responsible for identifying and developing new sales opportunities in Uganda. This includes generating qualified leads, preparing tailored quotations, and processing purchase orders. The role involves a strong technical understanding of scientific equipment, ensuring clients receive value through proper training, demonstrations, and post-sale support.

### **Key Responsibilities**

- Promote and sell laboratory equipment to clients in Uganda
- Build and maintain strong customer relationships
- Provide technical expertise and product demonstrations
- Identify new business opportunities
- Achieve sales targets and expand our market presence
- Enhance customer satisfaction through continuous support and education on optimal equipment usage.
- Prepare Quotations and Tenders
- Perform basic equipment installations
- Organize and deliver product training to clients on software, equipment usage, and applications
- Represent the company at trade shows, exhibitions, and professional conferences.
- Apply market knowledge and product expertise to support the development of sales, marketing, and customer service strategies.
- Generate and submit post-training reports, documenting customer feedback and satisfaction levels.
- Monitor competitor activity within the region and provide strategic input to stay competitive.
- Develop and implement strategic sales plans to achieve both growth and profitability
- Utilize CRM systems to maintain accurate records of sales activities, opportunity pipelines, and closed deals.
- Perform any other duties as may be assigned from time to time.

### **Required Qualifications & Skills**

- Diploma or bachelor's degree in a Science-related field (Chemistry, Biochemistry, or equivalent).
- 2+ years of experience in technical sales or a related role in the scientific or laboratory equipment sector.
- Knowledge of laboratory equipment and scientific applications
- Strong communication and presentation skills.



- Ability to understand technical product specifications and explain them to non-technical customers.
- Experience with laboratory equipment or scientific instruments is an added advantage.
- Willingness to travel locally and regionally as needed.
- Ability to work independently and as part of a team

### **Key Competencies**

- Customer-focused with strong problem-solving skills.
- Technically inclined and willing to learn new technologies.
- Self-motivated, goal-oriented, and able to work independently.
- Excellent interpersonal and relationship-building abilities.

Kindly send your application to : [hr@esteckenya.com](mailto:hr@esteckenya.com) on or before **15/11/2025**