



Job Opportunity

Position: Sales and Marketing Officer
Location: KMET Offices, Kisumu
Duration: 1 (One) Year contract, renewable based on performance
Reporting to: C.E.O – Centre for Maternal Health Innovations (CMHI)
Availability: Immediately

Opening Date: 20th December, 2016

Closing Date: 20th January, 2017

Background

KMET is a local non-governmental organization founded and registered under the Kenya Trustees Act in 1996. It was formed to create, establish and manage health, education and development programs; promote and manage medical institutions to provide and sustain comprehensive clinical and educational facilities and services of the highest quality throughout Kenya. KMET has maternal health related interventions in 17 of Kenya's 47 Counties with some of the poorest maternal and newborn health indicators.

KMET in collaboration with Massachuset General Hospital (MGH), is working in partnership with the Ministry of Health - Kenya to roll out Every Second Matters for Mothers and Babies–Uterine Balloon Tamponade (ESM–UBT) a lifesaving innovation for managing uncontrolled Post-Partum Hemorrhage (PPH).

In order to meet the growing demand for Maternal Health innovations, products and services we are hiring a suitable candidate as a **Sales and Marketing Person**. The candidate should be an aggressive individual who can develop, implement and monitor the organizations marketing strategy to support the sales and marketing function as well as ensure the strategy is in tandem with the organizations vision and mission.

Roles & Responsibilities

- To be the first point of contact for marketing vendors, ensuring they are always able to contact the Business Development Officer.
- Liaising with the necessary departments to respond to all client queries and issues in the shortest time possible.
- To nurture relationships with marketing partners, agencies, media houses, customers regularly to form new or strengthen existing relationships, ensuring that they are aligned to the Organization's strategic marketing plan.
- Achieve maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling the Commission's products and/or related services
- Promote/sell/secure new business accounts/customers.
- Demonstrate products and services to existing/potential customers and assist them in selecting those suited to their needs

- Establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization through telephone calls, in-person visits and presentations.
- Research on prospective customers and for information to determine their potential
- Develop clear and effective written proposals/quotations for current and prospective customers
- Analyze the territory/market's potential and determine the value of existing and prospective customers' value to the organization
- Plan and organize personal sales strategy by maximizing the return on time
- Execute sales promotions and oversee merchandising activities of all KMET products.
- Monitor and report on market and competitor activities and provide relevant reports and information.
- Participate in trade shows and conventions to push products and innovations.

Desired skills and competencies:

- Excellent oral and written communication skills
- Proactive and assertive approach to tasks
- Flexibility when required
- Good understanding, knowledge and skills in marketing
- Strong organization skills, including time management and computer literacy
- Good listening and community engagement skills
- Qualified driver

Desired Qualifications:

1. A degree or equivalent qualification in Sales and Marketing, Commerce or related field.
2. MBA qualification will be an added advantage
3. Three years or more work experience in FMCG or related field.
4. Ability to meet targets within a given period.
5. Good report writing skills

Application Process:

Send your **Cover letter with expected salary and CV** to:

hr@kmet.co.ke clearly indicating on the email heading: **'Sales and Marketing Officer'**.

NOTE: Only shortlisted candidates will be contacted

KMET is an equal opportunity employer