

Job Description: Sales Executive

Company: Softlink Options Limited

Location: Nairobi **Employment Type:** Full-Time

About Softlink Options Limited

Softlink Options Limited is a leading provider of domain registration, hosting services (shared, VPS, and dedicated), website design, web application development, and other value-added services. Our mission is to empower businesses with reliable, innovative, and cost-effective digital solutions.

Position Summary

We are seeking a **Results-Driven Sales Executive** to join our dynamic team. The ideal candidate will have at least three years of experience in selling domain names, hosting services, website design, and web application development. They will play a key role in driving revenue growth, building strong client relationships, and expanding our market presence.

Key Responsibilities

1. **Sales Generation**
 - Identify, prospect, and secure new clients for domain registration, hosting, and digital solutions.
 - Achieve and exceed monthly and quarterly sales targets.
2. **Client Relationship Management**
 - Build and maintain strong relationships with existing and potential customers.
 - Provide tailored recommendations to clients based on their business needs.
3. **Product Knowledge & Promotion**
 - Demonstrate a deep understanding of our product and service offerings.
 - Conduct presentations, product demonstrations, and workshops for clients.

4. **Market Research & Strategy**

- Monitor industry trends and competitor activities.
- Provide insights and feedback to the marketing and product teams to enhance offerings.

5. **Sales Reporting**

- Maintain accurate records of all sales activities and customer interactions.
- Prepare regular sales performance reports for management.

6. **Team Collaboration**

- Work closely with the marketing and technical teams to ensure seamless service delivery.
 - Participate in team meetings and strategy sessions.
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Requirements

- **Experience:** At least 3 years of proven sales experience in a similar role, particularly in selling domain names, hosting services, and web development solutions.
 - **Results-Oriented:** Demonstrated ability to meet and exceed sales targets.
 - **Communication Skills:** Excellent verbal and written communication skills with the ability to convey technical concepts to non-technical clients.
 - **Technical Knowledge:** Familiarity with domain registration, hosting (shared, VPS, dedicated), and web development services.
 - **Interpersonal Skills:** Strong relationship-building skills with a customer-first mindset.
 - **Education:** A diploma or degree in business, marketing, IT, or a related field is preferred but not mandatory.
 - **Tech Savvy:** Proficiency in using CRM tools and office productivity software.
 - **Self-Motivated:** Ability to work independently and take initiative.
 - **Driving License:** A valid driving license is a plus.
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What We Offer

- Competitive salary with attractive commission and bonus structure.
- Opportunities for career growth and professional development.
- A dynamic and supportive work environment.
- Access to cutting-edge tools and technologies in the digital solutions space.

How to Apply

Send your updated resume and a cover letter explaining why you're the ideal candidate and your salary expectation to vacancies@softlinkoptions.com by 10th December 2024.

Use the subject line: *Sales Executive Application – [Your Name]*