



Hydrologistics Africa Ltd. (HydroIQ)

16th August, 2018

Job Opportunity – Sales & Marketing Manager

About HydroIQ

Hydrologistics Africa is a water technology company building the world's first Virtual Water Network Operator. Our mission is to leapfrog Africa's water infrastructure by adopting a disruptive water distribution model that allows utilities to take water to the people who need it most with increased efficiency and reduced wastage. Our HydroIQ technology is aimed at turning traditional water infrastructure into smart water grids in Africa and beyond.

Job Description

As a sales and Marketing lead, you will be responsible for researching and developing various marketing strategies for products and services, identifying and developing a customer pipeline, implementing marketing plans and working to meet sales quotas. Additionally, tracking marketing and sales data and identify areas of improvement.

To be considered for this role, you must be a skilled multi-tasker who is adept at switching between work-streams and working in a fast-paced environment. A demonstrated passion for water sector and an existing contacts book of key connections would be a big plus.

Responsibilities & Roles

- Develop new business opportunities to meet trends and targets.
- Help develop and implement strategic sales plans
- Facilitate client requirements meetings – both in person and/or remotely using current online presentation applications
- Report weekly sales forecasts
- Develop market analysis to identify customer needs, price schedules, and discount rates
- Stay current with client needs, competition, and industry trends
- Deliver sales presentations/proposals to prospective clients with a successful closing rate
- Develop and manage client & agency relationships
- Develop sales processes and oversee delivery of sales targets.
- Manage projects to make sure that they get completed in a timely manner
- Responsible for assisting with sales/marketing and advertising campaigns
- Maintain active participation and membership in networking organizations

Skills

- Excellent verbal and written communication skills
- Demonstrated experience working in sales or marketing team environment
- Strong organizational and follow-up skills

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- Above average desktop computer skills with experience in Pages, Numbers, Keynote or MS Excel, Word, PowerPoint, and Outlook
- Bachelor's Degree and two year experience in sales, marketing, and/or business development.

Application

Send your CV and supporting documents to brian@hydroiq.co.ke || careers@hydroiqco.ke