



Applications are invited from suitably qualified Professionals to fill the following vacant position

Position: Sales Representative – Commercial Lubricants

Sales Representative Job Purpose:

Serves customers by selling products; meeting customer needs.

About the Job

Hildis EA Co Ltd a regional lubricants distributor has an opening in North East Region area for a professional sales representative to market automotive, transportation and industrial lubricants in its market. As a member of our sales team, you would be responsible for planning, maintaining and growing profitable lubricants sales within this geographical area.

Major businesses in your portfolio would include automobile dealerships, quick lubes, commercial transportation fleets, industrial groups, and power generation facilities.

Sales Representative Duties:

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

Candidates should possess the following Skills/Qualifications

- FTC in Mechanical/Automotive Engineering with garage/industrial experience of at least two years, knowledge in lubricants is an asset
- High school diploma or equivalent, however a bachelor's degree in Engineering from an accredited college/university is preferred.
- Good mechanical ability
- Sales experience in automotive, transportation, and/or industrial segments is an asset • Excellent sales, negotiating and communicating skills
- Ability to manage by objectives
- Customer Service, Meeting Sales Goals
- Results oriented
- Ability to work independently
- Client Relationships, Motivation for Sales.
- Clean driving licence with unlimited driving scope
- Computer proficiency in Microsoft product.
- Ability to analyze problems and strategize for better solutions

- Ability to multitask, prioritize, and manage time efficiently

SEND YOUR APPLICATION PACKAGE TO: ajira@hildiseastafrica.com

Deadline: 25th July 2024; 4:00 PM, make sure you send your documents in PDF format