

planitswiss Africa | Sales

planitswiss is a fast-growing global event designer and producer. Our head office is located in Lausanne, Switzerland and we have regional offices in Singapore, China, France and Rwanda. From these offices we handle event all over Europe, Africa, Middle east and Asia Pacific.

If you are independent, have an entrepreneurial acumen with a strong service-oriented personality, this position is for you!

ROLE

Under the supervision of the Swiss Event Rentals Manager, your role will be to market and develop the Swiss event rentals brand regionally. From customer acquisition to retention and development of existing customers, you will be responsible for the success of our brand

VALUES

Entrepreneurial drive, organization, keeping customers interests in mind, ethical behavior and environmental respect count in everything you do. Respecting company and customer values as well as work ethic is a must.

YOUR PROFILE

You have good experience in sales and telemarketing with knowledge and understanding of the requirements for an offer creation. Both, physical and online sales is a must, warehouse management would be a great asset.

You like to develop relationships with people. You are comfortable with the use of social media, such as LinkedIn, to connect with new prospects and develop your network. Contacting potential customers over the phone is motivation to you, just as personal visits. Knowledge of Online Marketing would be an asset.

You are a structured and organized person, comfortable with database systems such as ERPs. You are self-driven and highly independent with natural drive. You are ambitious and like to do things the proper way.

SKILLS REQUIRED

- Perfectly fluent in English and Kinyarwanda, both spoken and written. French, spoken at least.
- Experience in using ERPs and integrated systems
- Results driven, analytical and business sensitive, attention to detail
- Highly organized

planitswiss Africa Ltd.

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- Flexible and hard working
- Willing to learn
- Good communicator and reporter
- Driving license

DUTIES & RESPONSIBILITIES

- Proactive sales activities and meeting booking.
- Develop and implement a sales concept and action plan to position Swiss Event Renatls on the local market.
- Customer acquisition and building relationships with regular calls, meetings and emails.
- Lead a sales discussion, present our products and services.
- Prepare and update meetings and documentation for clients.
- Answer all incoming phone calls and transfer to the appropriate person.
- Create and acquire new strategic partnerships with clients and resellers, such as venues, restaurants, event agencies etc.
- Follow-up on open projects in a clear and professional maner in English, French is a plus.
- Report weekly to the other team members.

For more insights on what we do, visit www.facebook.com/planitswiss

Has this opportunity triggered your interest? Send us your CV with references and photo by email to hr@planitswiss.com (please indicate the job position you are applying for in the subject of the email).

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