



RECRUITMENT ADVERTISEMENT

About Us

Kings Ophthalmics was established in Kenya in 2007 and is now the leading distributor of ophthalmic equipment to ophthalmologists, optometrists and optical retailers. We are committed to providing our clients with equipment of the highest standards, after sale trainings and superb maintenance services.

We are looking forward to onboard top and unique talent to support our venture of offering unmatched sales and after sales services to our esteemed clients; existing and prospective.

Vacancy Details

Our Ref:	KINGS/HR/REC/001/2021	Terms of Engagement	Permanent
Role:	Bio-medical Sales Representatives	Place of work:	Kings Ophthalmics Headquarters- Nairobi or as required.
Reporting to:	Office and Sales Administrator	No. of Vacancies	1

Main Purpose of the Role

The role holder shall be responsible for assigned product line; ensuring effective prospecting, closing of sales and coordination of after sales services to clients while upholding our commitment to attain our customer service objectives.

Key Responsibilities

- a) Achieve sales targets as set forth in the sales projections.
- b) Consults with customers and evaluates needs in order to recommend, sell and support innovative solutions in order to ensure customer satisfaction.
- c) Responds to customer inquiries and processes sales from start to finish.
- d) Provides after sales support to clients such as coordinating delivery and installations, scheduling for maintenance, repairs etc in liaison with the internal team
- e) Develops strong long-term business relationships with customer base.
- f) Identifies opportunities to grow sales by researching potential product/service areas that may benefit customers, educating customers on product line and services.
- g) Maintains current knowledge of industry and market trends as well as technical knowledge with an understanding of products and services.
- h) Gives customers product information and performs product demonstrations.
- i) Develops relationships and network with potential customers likely to benefit from our products.
- j) Prepares and submit management reports as per agreed schedules and timelines.
- k) Any other responsibility that may be given by the Line Manager or any other person placed in authority over them.



Knowledge and Experience Required

- a) Bachelor's degree in a relevant field
- b) At least 2 years' experience as a field sales representative / sale associate in a medical equipment or pharmaceuticals distributor company.
- c) Familiarity with office applications (especially Excel) as well as online applications such as Google Apps, Virtual meeting platforms etc.
- d) Driving Licence class BCE (shall be an added advantage)

Key Skills and Competencies Required

- (i) Excellent Interpersonal, Sales and Customer Care Skills.
- (ii) Exceptional verbal, written and presentation skills
- (iii) Highly organized and structured individual
- (iv) Adaptable & comfortable in a complicated and constantly evolving business environment.
- (v) Fast learner. Willing to contribute in areas beyond formal job description
- (vi) Strong analytical skills.
- (vii) Willingness to work a variety of hours as the business demands, including occasionally late nights & weekends.
- (viii) Ability and willingness to travel to all parts of Kenya.
- (ix) Ability to work effectively both independently and as part of a team.

Application Criteria

Interested and qualified candidates to make their applications through recruitment@kingsophthalmics.co.ke with the subject being "**Bio- Medical Sales Representative – KINGS/HR/REC/001/2021**". Interviews shall be done on a **rolling** basis until the best fit candidate is identified and on boarded.

The application **must** include;

1. An up-to-date CV, not more than 4 pages long, with the current and expected remuneration indicated in the CV.

We are committed to grant you a great applicant's experience, and we do not discriminate against gender, religion, marital status or any other diversities. All applications shall be accorded due consideration but due to the high volume of the same that we receive, we shall only be able to contact the shortlisted candidates. Applicants who fail to adhere to the application criteria indicated and do not meet the qualifications highlighted shall automatically be disqualified