

## Sales Manager

KHS is a subsidiary of Salzgitter AG. As one of the world's leading manufacturers of filling and packaging systems for beverages and liquid food we are a world-class player. Our customers have trusted in our passionate pioneering spirit and first-class technologies for over 150 years. However, we can only remain world class if we continue to find new employees who make just as high demands of themselves and the quality of their work as our customers make of us at KHS. Are you one of them?

**Location:** Nairobi | Kenya | Kenya

### Your Tasks

- Market and promote KHS products, seeking new opportunities in the market.
- Participate in local and international trade exhibitions
- Actively seek and drive new opportunities within the industry
- Responsible for top lines sales growth, meeting or exceeding revenue objectives
- Maintain and foster excellent relationships with customers at multiple levels and functions, managing accounts across different product lines
- Able to understand and evaluate customers filling and packaging needs, explaining the benefits of KHS technology and solutions
- Drive offer preparation, quotations and confirmation, ensuring all technical data and layouts are correct
- Support Project Managers with technical clarifications
- Investigate and solve customer problems

### Your Qualifications

- Bachelors or Masters degree in Business, Marketing or Engineering
- At least 5 years' experience in a similar role within the beverage industry.
- Working knowledge of a broad range of filling and packaging equipment and lines found within the beverage industry
- Proven experience with development of large and technically complex project proposals
- Excellent knowledge of spoken and written English. Proficiency in German and knowledge of KHS machines would be considered an advantage.
- Excellent organizational skills, strong written and verbal communication skills
- Proficient in MS Office: Word, Excel, Power Point and Outlook as well as SAP 4 HANA
- Must be a team player with the ability to work in a multicultural environment.
- Candidates with a multinational background are preferred
- Willing to travel within Africa and Europe.

### Benefits

- Good work/life balance
- Health Insurance
- Enrolment in Company Pension Scheme
- Excellent opportunities for personal development
- Extensive variety of training courses
- International work environment

**Contact:**

KHS East Africa Ltd.

HR Manager

Karen Mathews

Phone:

Weitere Stellenangebote des Salzgitter-Konzerns: [www.salzgitter-ag.com/personal](http://www.salzgitter-ag.com/personal)

**Job-ID 5998**

