



SALES ENGINEERS

REF: AK-2025-02

POSITION

- Sales Engineer (2 Vacancies)

LOCATION

- Location: Based in either Uganda or Tanzania (**Applicants must be residents of the respective countries**)

QUALIFICATIONS

- Bachelor's degree in Sales, Engineering, or related field.

EXPERIENCE/COMPETENCIES

- Minimum of 6 years of relevant experience in the same industry or related field.
- Prior experience with similar products.
- Ability to conduct market research, analyse sales data, and make strategic recommendations.
- Understanding of market trends, competitor activities, and customer needs.
- Excellent communication and interpersonal skills.
- Strong business acumen, negotiation skills and goal driven.
- Proficiency in CRM tools and Microsoft Office Suite.
- Strong understanding of sales principles and techniques.

TRAINING REQUIREMENTS

- Product & Technical Training
- Syspro
- Commercial & Contract Management

MAIN TASKS/TASK ELEMENTS

- Identify and develop new business opportunities within **Uganda or Tanzania**, depending on your base location, and contribute to ACTOM's expansion in the East African region.
- Engage with clients in your respective country to understand their technical and commercial needs and recommend appropriate ACTOM products and solutions.
- Collaborate closely with internal ACTOM teams across Kenya, South Africa, and other divisions to develop and deliver coordinated, regionally aligned solutions.
- Build and maintain strong relationships with customers, agents, and distributors to drive upselling, cross-selling, and long-term client retention.
- Conduct market research and competitor analysis in Uganda or Tanzania to stay ahead of industry trends and identify strategic growth opportunities.
- Develop and execute a localized sales strategy that aligns with ACTOM's broader East African business objectives.
- Provide timely and detailed reports on sales performance, client feedback, and market trends specific to the country of operation.
- Deliver excellent pre-sales and post-sales technical support, ensuring customers are satisfied and supported throughout the sales cycle.
- Maintain accurate sales records, client databases, and pipeline updates using the company's CRM and reporting tools.
- Take ownership of resolving escalated client issues in your territory, coordinating with internal teams to ensure swift resolution.
- Represent ACTOM at trade shows, exhibitions, and industry networking events held in Uganda or Tanzania, enhancing visibility and lead generation.
- Lead negotiations on contracts, pricing, and payment terms in accordance with ACTOM's policies and local regulatory requirements.
- Stay informed on country-specific regulations, certifications, and compliance standards affecting ACTOM's operations.

Interested candidates are invited to submit their updated CVs to recruitment@actomkenya.co.ke by **30, May 2025**, with the subject line "**SALES ENGINEER – UGANDA or TANZANIA**" clearly indicating their current and expected remuneration (**MUST**), and their daytime telephone contact details.



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