

# Transcode Technologies

<https://transcode.co.ke/job/product-sales-specialist/>

## Product Sales Specialist

### Description

This full-time position will drive adoption of our Our Enterprise portfolio, inclusive of Support Services supporting both initial sales and cross/upsell opportunities. If you have a passion for how technology is driving dynamic changes in exciting segments like Banks, Telcos, Artificial Intelligence, Deep Learning, Cloud and Advanced Software Development, we'd like to talk with you

### Responsibilities

- Attain a minimum of 100% Quota attainment selling our Software solutions to our customers, inclusive of Support, Professional and Education services
- Maintain and submit accurate forecasts
- Qualify new opportunities, present Transcode solutions, overcome objections, negotiate and close business over the phone & MSFT Teams; with some travel required when business travel restrictions are lifted.
- Maintain a high-level of daily activity including customer calls, meetings, and pipeline management
- Build direct relationships with customers and work closely with channel partners to grow new sales opportunities within your territory
- Lead all aspects of the selling cycle to help customers expand revenue
- Develop excellent strategic relationships with customers to understand their software and computing needs

### Qualifications

- 2+ years of sales experience with minimum of 1 of those years in a field sales role
- 2+ years of high technology quota carrying sales experience being responsible for the full sales cycle (prospecting, customer presentation/demos, negotiating, and closing the sale)
- Excellent communication (interpersonal and presentation) and closing skills, and have successfully applied these in an inside sales environment
- Excellent customer and channel partner relationship skills
- Positive attitude, High energy, drive, and a sense of urgency
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### Education

- Bachelor's degree or equivalent experience

### Contacts

hr@transcode.co.ke

### Hiring organization

Transcode Technologies

### Employment Type

Full-time, Part-time

### Duration of employment

Permanent

### Base Salary

KES 35000 - KES 70000

### Date posted

January 28, 2022

### Valid through

04.02.2022