



## VACANCY

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**POSITION – SENIOR SALES OFFICER - VEG**

**LOCATION – HEAD OFFICE, NAIROBI**

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<b>REPORTING TO</b>	<b>Head of Local Sales - Veg</b>
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### Company Profile

AAA-Growers Limited is among the leading Kenyan exporters of different types of Vegetables, Flowers, and Avocados. We are looking for a Senior Sales Officer to join our Team in Local Sales - Vegetable. The position holder will be based at the Head Office in Nairobi.

### Job objective

AAA Growers - Veg is a division within AAA Group that deals with vegetables, chillies, and herbs. At AAA Growers - Veg, we produce a variety of premium & prepared vegetables, herbs, chillies, and fruits.

As a Senior Sales Officer you will play a crucial role in ensuring our local vegetable sales operations run smoothly and efficiently. From managing key customer accounts to leading the supply chain team and driving promotional initiatives, your goal will be to create a vibrant, customer-focused sales environment that delivers excellence.

### Your tasks and responsibilities

- Build and maintain strong client relationships and drive satisfaction
- Coordinate with pack houses and ensure weekly/daily order planning is efficient and sales targets are met
- Daily confirmation of orders to all clients by sending pack plans across to different clients
- Ensure timely delivery, order accuracy, and service levels above 90%
- Maintain optimum communication and relation with clients to ensure optimum customer satisfaction
- Identify new sales opportunities and grow existing client accounts
- Monitor competitor activity to enhance product pricing and placement
- Prepare/analyses sales reports trends to assist management in decision making,
- Ensure that all orders are in the system to get an accurate packaging requirements report and ensure any change/promos are clearly communicated to the packaging team in time.
- Optimize quality of service, business growth e.g. by anticipating about clients orders and suggesting promotions.
- Develop strategies for more effective sales, both individually and as part of a team
- Maintain optimum communication and relation with clients to ensure optimum customer satisfaction
- Determine customers' needs and collect customer feedback in relation to product orders
- Brief the head of local sales on any important matters arising from daily communication with clients
- Assist Claims Team with any client issues and help in communicating shipment reception by clients.

**Your profile**

1. Degree/ Diploma in marketing/sales/Administration
2. Experience in similar post and knowledge of fresh produce would be beneficial.
3. Experience in carrying out market research and developing analysis, papers, surveys and reports.
4. Must be proactive, results-driven, and a great communicator.
5. Able to demonstrate success and experience of managing accounts, achieving genuine sales development.
6. Keen for new experience, responsibility and accountability.
7. Able to get on with others and be a team-player. Motivates self and others to achieve team objectives
8. Must be skilled in using MS office, Outlook, Excel, Word, Internet and email.

**We offer.**

AAA growers has great ambitions. Innovation, technology, and quality are high priorities. This results in a challenging working environment in which you can develop yourself. AAA growers offers plenty of room for personal growth and development. We have an informal and easily accessible working environment in which cooperation is very important.

The position comes with a competitive salary as well as other benefits.

**Your application**

Click here to apply: [job application \(aaagrowers.co.ke\)](http://aaagrowers.co.ke/job-application)

**Deadline for Applications –20<sup>th</sup> April 2025**