



## VACANCIES – SALES EXECUTIVES

Farming and Engineering Services Limited (**FES**), the leading supplier of premium brand products including Massey Ferguson tractors and generators, Dezzi equipment, and precision agriculture solutions has vacancies for Sales Executives to be based in Lusaka (1 position) and Mazabuka (1 position).

Reporting to the Technical & Commercial Sales Manager, the Sales Executives will among other duties perform the following key tasks:

- Receives customer pricing enquiries on tractors, generators, implements and other machinery.
- Prepares quotations based on a standard price list and make follow ups.
- Liaises with workshop department to prepare all sold units ready for delivery.
- Prepares invoice/cash sales upon confirmation of the sale.
- Briefs client on usage of the machine purchased.
- Instructs the truck driver and assistant to deliver the sold unit.
- Actively visits clients based on previous sales records on new machinery.
- Briefs the client on availability of new pricing and special offers.
- Introduces new product into the market by launch or field day.
- Receives imported unit stocks from suppliers through the shipping department.
- Posts unit stocks into the system using goods received advice from shipping.
- Transfers stock to branches on request.
- Conducts stock taking exercises quarterly.
- Prepares monthly sales forecasts and stock returns from order/stock list.
- Maintains all genset, tractors, implements and machinery sales records.
- Confirms details of all sold out new units.

Interested applicants should meet the following minimum criteria:

- Possess a Diploma in Sales/Marketing management. Those with a bachelor's degree or professional qualification in business management or related field would have an added advantage.
- A minimum of 5 years' work experience in sales/marketing management. Hands on experience in a heavy construction and agricultural equipment environment would be an added advantage.
- Excellent interpersonal and customer service skills
- Superior computer skills.
- Excellent written and verbal communication skills
- A valid Driver's licence

Interested candidates who meet the above requirements should send their application letters together with detailed and updated Curriculum Vitae and copies of certificates with three traceable referees to the following address, to reach us not later than 11<sup>th</sup> May 2022.

Please note that ONLY applicants with the relevant qualifications will be considered.

The Group Human Resources Manager  
Farming & Engineering Services Ltd  
P.O. Box 32699  
Lusaka  
Or E-mail: [jobs@feszm.com](mailto:jobs@feszm.com)

Only shortlisted applicants will be acknowledged.