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## **EXTERNAL JOB ADVERT**

We hereby announce the below vacancy within our Commercial Department. Individuals who meet the job specifications are encouraged to apply.

### **SALES TECHNOLOGIST**

**Location:** Nairobi

**Reporting to:** Sales Manager

#### **About DelloChem**

DelloChem is a trusted industry leader in providing **end-to-end water treatment and chemical solutions** across Kenya and the East African region. We specialize in membrane management, boiler and cooling water solutions, effluent & influent treatment, swimming pool care, sugar process water treatment, and on-site consultancy services. Our mission is to deliver **clean, safe, and sustainable water solutions** that support industrial efficiency and environmental responsibility.

#### **Job Purpose:**

The job holder will oversee the full sales process, excelling at generating leads, building long-term customer relationships, and driving sales performance across DelloChem's solution portfolio.

2nd Floor | Plaza 2000 | Mombasa Road | Opposite Sameer Business Park



### **Key Responsibilities:**

- Identify new market opportunities and expansion plans to increase revenue and market share
- Develop and deliver presentations and product demonstrations to customers
- Build and maintain strong relationships with existing and prospective customers
- Prepare regular reports and updates to senior leadership and stakeholders
- Ensure compliance with company policies and safety regulations
- Achieve and exceed monthly and quarterly sales targets

### **Qualification and Experience:**

- A Degree or Diploma in Chemical Engineering, Industrial Chemistry, Analytical Chemistry, or any related field
- At least 2 years of experience in technical sales, preferably in the water treatment industry
- Strong understanding of sales, market dynamics, and trade execution
- Excellent leadership, communication, and negotiation skills
- Proficiency in data analysis and reporting tools
- Driving skills will be an added advantage

### **Method of Application:**

Send your application to [Applications@dellochem.com](mailto:Applications@dellochem.com) by **27th June 2025**.  
Use the subject line: **Application for Sales Technologist - Nairobi**.

### **Closing Date:**

2nd Floor | Plaza 2000 | Mombasa Road | Opposite Sameer Business Park

**27th June 2025**

*Only shortlisted candidates will be contacted for interviews.*

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