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Kobby Technologies (www.kobby.co.ke) was founded in 2015 as a provider of consultancy services that help organizations get the maximum value from their IT investment. We are a young, progressive and dynamic firm whose consultants have a wealth of experience of over 5 years in ICT disciplines and who are driven by the desire to provide consultancy advice that is responsive to our client needs. We build relationships by providing services based on quality and integrity. We are particularly focused on ensuring that our work and the development of our business, benefits the countries in which we work. In addition, we have a strategy and client service philosophy that ensures that our clients receive high quality service delivery.

We have partnered with industry OEMs such as Microsoft, Oracle, Cisco, VMware, SUSE, Micro Focus and Symantec to stay ahead of technology and offer unparalleled skills to our clients. We offer technical professional services to organizations in the Public Sector, Banking, Financial Services and Insurance, Humanitarian, Telcos, Manufacturing, Distribution and FMCG.

Kobby has its headquarters in Nairobi, Kenya, with operations spreading across the Eastern African region with a presence in Somalia, Ethiopia, Uganda, Tanzania and Rwanda. We have expanded our technical expertise to 50+ consultants and extended offices in Uganda and Tanzania to closely meet the needs of our customers.

In line with our growth strategy, we would like to fill the following vacancies within our Business Development Department

1. Technology Sales Executive – Private Sector

Engagement: Full-time

Reporting to: Business Development Manager

Remuneration: Base salary + commission

Probation period: 3 months

Primary Responsibilities

- Satisfy revenue targets for licenses and/or professional services across the private sector throughout Kenya and possibly beyond.
- Competency in positioning the portfolio at a “C” level
- Building a deep and active engagement model with Clients
- Creating a tailored ‘case for transformation’ and solution proposal with supporting business case for each opportunity
- Close opportunities in a timely and managed process
- Sales lead generation and pipeline management
- Lead account plan and coverage model to identify target Clients

Required Skills/Experience

- Software and/or professional services sales professional with experience in the areas of ERP (tier 1 and tier 2), Data Management, within the Private sector (Manufacturing, BFSI, Oil & Gas, Telcos, FMCG, Logistics, NGOs) in Kenya and the region.
- Proven experience selling Oracle and Microsoft solutions in the above-mentioned sector

- Proven network of executive level contacts within the private sector community.
- Knowledge of IT and business.
- Excellent communications skill
- Proven problem-solving capacity, including needs analysis and business justification skills.
- Experience working for an Oracle/Microsoft partner is an added advantage
- Experience managing sales pipeline with Microsoft Dynamics 365 Sales
- Ability to learn systems quickly and assist others in learning best practices
- Willingness to travel

2. Technology Sales Executive – Public Sector

Engagement: Full-time

Reporting to: Business Development Manager

Remuneration: Base salary + commission

Probation period: 3 months

Primary Responsibilities

- Satisfy revenue targets for licenses and/or professional services across the private sector throughout Kenya and possibly beyond.
- Competency in positioning the portfolio at a “C” level
- Building a deep and active engagement model with Clients
- Creating a tailored ‘case for transformation’ and solution proposal with supporting business case for each opportunity
- Close opportunities in a timely and managed process
- Sales lead generation and pipeline management
- Lead account plan and coverage model to identify target Clients

Required Skills/Experience

- Software and/or professional services sales professional with experience in the areas of ERP (tier 1 and tier 2), Data Management, within the Public sector (Parastatals, MDAs, County Gov’ts, etc) in Kenya and the region.
- Proven experience selling Oracle and Microsoft solutions in the above-mentioned sector.
- Proven network of executive level contacts within the public sector community.
- Knowledge of IT and business.
- Experience in Tenders is required
- Excellent communications skill.
- Proven problem-solving capacity, including needs analysis and business justification skills.
- Experience working for an Oracle/Microsoft partner is an added advantage
- Experience managing sales pipeline with Microsoft Dynamics 365 Sales
- Ability to learn systems quickly and assist others in learning best practices
- Willingness to travel

3. Bid Manager

Engagement: Full-time

Reporting to: Business Development Manager

Remuneration: Base salary + commission

Probation period: 3 months

Primary Responsibilities

- Analyzing the tender document/identifying opportunities on which to submit bids and feeding into the decision over whether to bid for the work.
- devising a successful strategy for winning a bid, including pinpointing the unique selling points (key differentiators), knowing the company's operating and profit margins and understanding the clients' specific requirements
- Planning bid preparation to ensure that deadlines are met.
- researching, writing and/or checking proposals
- working with key members of the project team and the client organization to obtain the information required to compile the bid.
- assessing and addressing the technical and commercial risks relating to the bid you are working on.
- Preparing case studies and other reference materials
- Editing or rewriting previous tenders to reuse relevant material.
- Collating materials provided by various departments and ensuring a uniform tone across the overall document.
- Ensuring that the bid is accurate and delivered on time.
- if the bid is successful, briefing the teams who will carry out the project work.

Required Skills/Experience

- Relevant Bachelor's Degree.
- Showing proficiency in Microsoft Word, Excel, and PowerPoint.
- Experience as a bid/freelance writer is advantageous.
- Excellent industry knowledge and a willingness to keep up with trends.
- To be thorough and pay attention to detail.
- Deadline-driven and committed to excellence.
- Demonstrating previous exposure to contracts and an understanding of basic contract language.
- Showing an understanding of the bid process.
- Knowledge of document management methods.
- Knowledge of IT and business.
- Experience working for an Oracle/Microsoft partner is an added advantage.
- Experience managing sales pipeline with Microsoft Dynamics 365 Sales.
- Ability to learn systems quickly and assist others in learning best practices.
- Willingness to travel

To apply send your CV & Cover letter to hr@kobby.co.ke by **Wednesday, 21st July 2021**.