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## **JOB ADVERT.**

CIMERWA Ltd is Rwanda's largest cement manufacturer with a capacity of 600,000tons of cement per year with PPC Ltd having 51% shareholding. The company Operates a dry process technology Plant in Muganza Sector, Rusizi District in Western Province. As part of its localization and optimization plans the Company is recruiting professionals to fully optimize its production capacity and hence cater for the country's growing demand for cement and that of the region.CIMERWA Ltd is looking for an experienced professional to fill the following vacant position.

### **Sales Consultant (1)**

#### **Key duties and responsibilities;**

#### **Reporting to the National Sales Manager; the Employee's obligations include but are not limited to the following.**

- Ensure profitability through increased sales.
- Ensuring high customer service.
- Gathering market information.
- Maintaining customer and prospect database.
- Expedites the resolution of customer problems and complaints
- Maintaining cross-functional relationships and communication
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Establishes, develops, and maintains a business relationship with current customers and prospective customers in the assigned territory/ market segment to generate new business for cement
- Makes telephone calls and in-person visits and presentations to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Coordinates sales effort with marketing, sales management, accounting, logistics, and technical services teams.
- Analyse the territory/market's potential and determine the value of existing and prospective customers to CIMERWA Plc.
- Creates and manages a customer value plan for existing customers highlighting profile, share, and value opportunities.
- Plans and organizes personal sales strategy by maximizing the return on time investment for the territory/ segment.
- Supply management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Participates in trade shows and conventions and identifies advantages and compares CIMERWA's products/services
- To carry out zealously with loyalty and faithfulness all the entrusted duties and go wherever CIMERWA Ltd needs his services
- To do his/her utmost to use and keep safely the material given to him/her.
- To devote his/her time subject to the rules in force to the services of the employer

- To abstain from disclosing any confidential information for the duration of the present contract and during the two years following its expiry
- To accept all the rules and regulations governing labor in Rwanda
- Not to carry out any activity or business competing or threatening the Employer's daily activities.
- Any other task related to his/her portfolio as it may be assigned by his line manager.

### **Education and experience requirements.**

- At least a three-year diploma or equivalent in sales and marketing.
- At least an introductory certificate in cement and concrete technology or the candidate should be willing to attend the said course within a specified period.
- Building / retail-related experience an advantage.
- One-year relevant Experience.

### **Special Requirements.**

- To be Rwandan by Nationality;
- Be able to work under pressure.
- Interpersonal skills
- Concrete technology  
Retail market knowledge

### **HOW TO APPLY:**

Candidates interested in the above vacancy are required to submit their application documents together with copies of the degrees certificates, detailed curriculum vitae and any other relevant certificates should be submitted at CIMERWA Ltd head office at KIMIHURURA, GASABO District, and western Province or at its liaison office at BUGARAMA, Rusizi and/or at Email: [cimerwa@cimerwa.rw](mailto:cimerwa@cimerwa.rw) not later than **Thursday 20<sup>th</sup> January 2022.**

**Note: Only successful candidates will be contacted.**

Done at MUGANZA, on 06<sup>th</sup> January 2022

**Nkusi Paul Gashumba**  
**Head Human Resources**