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Manufacturers of Flexible Packaging Materials
(P.P, Woven Bags, Polythene Bags, Laminated Films and BOPP Films)

JOB ADVERT, 28TH FEBRUARY TO 10TH MARCH 2023

LOOKING FOR A CAREER, REPUTATION AND SUCCESS? THEN JOIN LUUKA PLASTICS LIMITED

Luuka Plastics Ltd. is the Leading Manufacturer of high quality flexible packaging materials and plastic products in East Africa.

We are currently looking for competent candidates to fill the following position that exists in our group;

1. JOB TITLE: SALES EXECUTIVE, REF: LPL/SE/28/02/2023

Reporting to the Head sales and marketing, the successful candidate will;

1. Market and sell all company products and ensure to achieve the sales targets accordingly
2. Participate in developing business plans, sales and marketing strategies to retain existing customers, attract new customers and achieve the company's sales targets and profits
3. Participate in conducting frequent market surveys to understand customer's needs, competitors' analysis, price analysis, develop new products, identify sales opportunities and attain a bigger market share.
4. Participate in all sales and marketing promotional activities like; exhibitions, trade fairs, trade shows, advertisements and media campaigns geared towards increasing the market share.
5. Maintain rapport with key accounts by making field visits, explore specific needs and anticipate new opportunities.
6. Ensure full visibility, distribution and accessibility of all company products in all shops accordingly.
7. Coordinate sales orders with all customers and promptly advise on delivery.
8. Participate in the debt collection exercise, follow up on customer balances as per credit days and advise on invoices due for clearance.
9. Provide daily and monthly market intelligence reports and sales performance reports in line with the applicable reporting systems accordingly.
10. Participate in all internal and external audit exercises as required accordingly.
11. Any other duties assigned by the supervisor

Education qualifications & experience

- Bachelor's degree in Commerce, Business Administration, Marketing, Economics or any other related field. □ A Post Graduate Diploma in Business Administration or sales is an added advantage □ Any other Professional Qualifications.
- At least 2 years' relevant experience in a Manufacturing/FMCG company or a similar busy set up.

Skills and professional competences required

- Ability to work independently, should have excellent sales and marketing skills, effective communication skills, excellent customer care skills, sound decision making skills and ability to work in the field.
- Integrity, flexible, good interpersonal and problem solving skills. Should have a positive attitude, be results focused, creative, innovative, can work for long hours under pressure with minimum supervision.