



Job Opportunity: Marketing and Sales Executives (2 Positions)

Location: Kampala, Uganda with travel upcountry

Company: D&M Group International Ltd

Reports to: Sales & Marketing Manager **Key**

Responsibilities:

Sales and Business Development

1. Identify and engage new customers, including supermarkets, retailers, wholesalers, restaurants, and institutional buyers.
2. Assist in the development and execution of sales strategies to achieve revenue targets and increase product penetration in the market.
3. Build and maintain relationships with clients, providing excellent customer service to encourage repeat business.
4. Conduct product presentations and demonstrations to potential customers and distributors.
5. Monitor market trends and competitor activities to identify business opportunities.

Marketing and Brand Promotion

1. Assist in planning and executing marketing campaigns, promotions, and product launches.
2. Participate in trade fairs, exhibitions, and other events to promote the company's products.
3. Gather and analyze customer feedback to improve marketing strategies and product offerings.

Customer Relationship Management

1. Maintain customer databases and ensure timely follow-ups to build strong relationships.
2. Address customer inquiries and resolve any complaints efficiently and professionally.

Sales Reporting and Analysis

1. Track sales performance and prepare weekly reports for management.
2. Provide insights on sales trends, customer behavior, and product performance.
3. Recommend innovative sales strategies based on data analysis and market insights.

Qualifications and Experience:

- Diploma or Bachelor's degree in Marketing, Sales, Business Administration, or a related field.



1. Minimum of 2-3 years of experience in sales and marketing, preferably in the FMCG or agro-processing sector.
2. Strong negotiation, communication, and interpersonal skills.
3. Ability to work under pressure and meet sales targets.
4. Proficiency in digital marketing and social media management is an added advantage.
5. Self-motivated, results-driven, and a team player.

What We Offer:

1. A performance-based work environment with opportunities for career growth.
2. Retainer with attractive commission-based incentives.
3. Professional development and training opportunities.
4. The opportunity to be part of a company making a significant impact in the agricultural and food processing industry.

How to Apply:

If you are passionate about driving business growth, expanding market reach, and promoting sustainable agro-processing solutions, apply!

To Apply: Submit your resume and a cover letter detailing your experience and why you are the perfect fit for this role to **info@dmgroup.org.ug** with the subject line **"Marketing and Sales Executive Application"** by **15th April 2025 at 5:00pm.**

Join us in building a legacy of value creation for agricultural produce, transforming lives, ensuring food security, and preserving natural resources for future generations!