



WPFOSS LIMITED | +254 722 334 188 | hello@wpfoss.com | www.wpfoss.com

Position: Sales Executive

Remote

<https://wpfoss.com>

About WPfoss

WPfoss Limited is a digital agency based in Nairobi, Kenya, building fast, mobile-ready, and M-Pesa integrated websites for businesses across Africa. We specialize in web development, e-commerce, automation, lead generation systems and google workspace. Our team thrives on innovation, performance, and measurable results. Visit our website www.wpfoss.com for more information.

Overview

We're hiring an experienced **Sales Executive** to drive business growth by converting qualified leads into long-term clients. You'll manage the entire sales process from outreach and proposal creation to closing deals and maintaining relationships.

Key Responsibilities

- Prospect and qualify new leads through calls, email, and LinkedIn.
- Present WPfoss services clearly to potential clients.
- Prepare and deliver proposals, quotations, and presentations.
- Achieve and exceed monthly and quarterly sales targets.
- Maintain CRM records and follow up consistently.
- Collaborate with marketing and tech teams to refine sales strategies.

Qualifications & Skills

- Minimum 2 years of experience in B2B or digital service sales.
- Proven track record in closing deals and exceeding targets.
- Strong negotiation, communication, and presentation skills.
- Familiar with digital marketing.
- Self-driven, results-oriented, and confident in client-facing roles.

Work Terms

- Employment type. Full-time, permanent.
- Location. Remote.
- Working hours. 9AM-5PM
- Probation. 3 months.
- Performance reviews. Formal review at 3 months and thereafter every 6 months.
- Notice period. 1 month by either party during or after probation.
- Equipment. Candidate must provide a laptop and reliable internet. The company provides access to necessary cloud services and development servers.
- Benefits. Competitive salary.
- KPIs. Timely delivery of assigned projects, uptime and performance metrics, code quality, client satisfaction scores.

Core Values

- **Candor:** Speak clearly, work transparently, and respect feedback.
- **Collaboration:** Partner with teams and clients to deliver top-quality solutions.
- **Innovation:** Constantly seek better, faster, and more efficient ways to build.
- **Ownership:** Deliver projects with accountability from start to finish.

Application Instructions

Apply through our website: <https://wpfoss.com/careers/>

Fill the form and wait for a response from our team.