

VACANCY RELATIONSHIP MANAGER

KOTO Housing Kenya was established in 2014 as a provider of affordable housing and building solutions using alternative building technology. We hope to contribute to alleviating the housing deficiency in Kenya, and to support construction of houses, schools and dispensaries among other building structures, by intervening in the key areas of Housing, Education and Health.

Reporting to the Head of Business development & Marketing, the position holder is tasked with the responsibility of developing long-term relationships with a portfolio of assigned customers, connecting with key business executives and stakeholders. The position holder will liaise between customers and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to customer needs.

The successful job holder will have the following skills / knowledge:

- A knowledge of the industry and the type of work we do
- Excellent commercial awareness
- The ability to develop relations with key stakeholders.
- Excellent communication skills, both written and verbal
- Excellent advisory skills and confidence giving advice and information to senior managers
- The ability to manage a team effectively
- Excellent analytical & negotiation abilities
- Creative thinking
- Excellent interpersonal skills
- The ability to think spontaneously and respond positively to pressure
- Self confidence and the ability to 'sell' ideas
- A committed and flexible approach to the job

Other duties & functions are detailed in the job description.

The successful job holder will hold a degree in Business Administration - marketing option, and a minimum of 3 years work experience in **business development and relationship management in a financial or housing institution**, with a successful record and references of the same.

The successful job holders will primarily be based at our offices in Mlolongo, with frequent travel within the region depending on job requirements.

Applications indicating how your experience matches the position requirements, and attaching a detailed CV indicating **current position, salary and names, current fulltime telephone and contacts of three referees** should be forwarded by email to recruit@kotohousingkenya.co.ke no later than **28th November 2014**. Only Shortlisted Applicants shall be contacted.