



Kericho Water & Sanitation Company Limited (KEWASCO)

P.O. Box 1379 - 20200, Kericho Kenya. *Temple Road, Next to Telkom House.*
Tel: (052) 2020602/**Customer Care:** 0797 220 294/**Cashier:** 0797 220 249
Email: info@kewasco.co.ke Website: www.kewasco.co.ke

JOB ADVERTISEMENT

VACANCY FOR THE POSITION OF COMMERCIAL MANAGER

Job Reference: KEWASCO/CM/002/2025
Terms of Employment: Five (5) Year Renewable Contract
Reporting to: Managing Director

About the Company

The Kericho Water and Sanitation Company Limited (KEWASCO) is a limited liability incorporated under the Companies Act, 2015 as a Water Service Provider (WSP) company wholly owned by the County Government of Kericho. The company is mandated to provide water and sanitation services within the licensed areas of Kericho County. The company wishes to recruit a self-driven individual for the position of **Commercial Manager**.

The successful candidate will be responsible for the management of commercial function including formulation, periodic review and implementation of the strategy for service delivery and revenue generation and ensure effective implementation. The position ensures effective billing and delivery of services to all customers.

Job Description

1. Develop long-term business strategies and operating plans for the department which are in line with Strategic Plan and Business Plan.
2. Ensure provision of timely and high-quality client services that meets or exceed their expectations
3. Develop and implement systems for positive customer relations management
4. Manage and supervise commercial aspects of the Company's operations, particularly as they relate to revenue generation
5. Promote new ideas and business solutions that result in extended service to the existing and new clients
6. Ensure the provision of comprehensive commercial information systems, including up-to-date customer database, to achieve the overall Company revenue objectives
7. Ensuring timely, complete and accurate meter reading and billing of services and subsequent collection
8. Carrying out customer surveys and devise strategies to address, improve on matters arising from feedback received.
9. Develop departmental policies, procedures, actions/work plans and budgets in line with overall company's strategic objectives.
10. Oversee and implement performance management in the department
11. Prepare and submit board and management papers for approval - monthly, quarterly and annual reports for the department

12. Identify training needs for the departmental staff
13. Mentor and coach department staff
14. Identify procurement needs of the department
15. Responsible for physical assets assigned to the department by the company.
16. Perform any other related duties as delegated by Managing Director.

JOB SPECIFICATION

- i. At least a degree in Business field or Social Sciences.
- ii. Member of a professional body in good standing.
- iii. At least 5 years' experience with a minimum of 3 years in a managerial or supervisory position. Experience in the water sector will be an added advantage.
- iv. Master's degree in business related field will be an added advantage.
- v. Excellent communication skills.
- vi. Excellent planning and organizational skills.
- vii. Strong leadership and problem-solving skills.
- viii. Good analytical skills.
- ix. Must satisfy and the requirements of chapter six of the constitution of Kenya 2010 on Leadership and integrity through provision of;
 - a. Current certificate of good conduct from Directorate of Criminal Investigation Department
 - b. Current Tax compliance certificate from Kenya Revenue Authority
 - c. A clean and current report or clearance certificate from an approved credit reference Bureau (CRB)
 - d. Clearance from the Ethics and Anti-Corruption Commission (EACC)
 - e. Clearance Certificate from Higher Education Loans Board (HELB)

Terms of Employment

The appointment will be for a five (5) year renewable contract subject to satisfactory performance.

How to Apply

Interested candidates can submit their applications via email to applications@kewasco.co.ke , post or hand delivered together with updated CVs, academic and professional certificates, indicating email, day time telephone contact and other testimonials in a sealed envelope clearly marked the position applied for and the job reference number at the top of the envelope.

The application should reach the below address on or before Friday, 18th July, 2025 at 4:00pm.

Suitable qualified candidates are invited to apply and can access the detailed job description from the website www.kewasco.co.ke. All applications sent by post or courier should be addressed and delivered to:

**The Acting Managing Director
Kericho Water and Sanitation Company Limited
P.O Box 1379 – 20200 KERICHO
Tel: 0797 220 294**

NB: Only short-listed applicants will be contacted. Any form of canvassing will lead to automatic disqualification.

Women and Persons with Disabilities (PWDs) are encouraged to apply.

