



JOB VACANCIES-AA KENYA.

Company Description

AA Kenya is a leading mobility service provider in Kenya affiliated with the Fédération Internationale de l'Automobile (FIA). With a rich history spanning over 106 years, the organization has been instrumental in shaping the automobile industry in Kenya. Its services include comprehensive driver training and Road Safety programs, issuance of International Driving Permits, Car Passports, vehicle inspection and valuation, technical training courses, Tour and Travels and road rescue services.

As part of our strategic growth and nationwide expansion, we have opened new branches across Kenya and are seeking talented, passionate, and results-oriented professionals to join our team.

Current Vacancies;

1. Business development Officers

Job Locations: Kabarnet, Keroka, Barnabas, Meru, Bungoma, Keroka, Garissa, Mombasa

What we are looking for

We are looking for individuals who are commercially astute, customer-focused, and passionate about delivering results.

Role Description

The position holder will take full ownership of branch operations, providing strategic, operational, and commercial leadership.

Key Responsibilities:

- Drive business growth and revenue generation.
- Lead branch operations to achieve business objectives.
- Develop strategic partnerships and expand market reach.
- Deliver exceptional customer experience.
- Lead, coach, and motivate branch teams.
- Ensure operational excellence and compliance.

Minimum Requirements:

- Bachelor's degree in business management or a related field.
- Minimum of 6 years' relevant experience, with at least 2 years in a leadership/management role.
- Proven track record in business development and revenue growth.
- Strong negotiation, sales, and relationship management skills.
- Demonstrated ability to lead teams and manage operations.

2. Customer Experience Advocates

Job Locations; Kericho, Ruaraka, Kabarnet, Kenol

Job Summary;

Reporting to the Branch Team Leader, the position holder will manage customer relations and interactions through the various channels to ensure customer satisfaction.

Key Responsibilities

- Deliver exceptional customer service across multiple channels.
- Build and maintain strong customer relationships.
- Support branch business development initiatives.
- Handle customer inquiries efficiently and professionally.

Minimum job requirements:

- Bachelor's Degree in a Business-Related Field or its equivalent.
- Minimum 2 years' experience in Customer Service.
- Good customer service, interpersonal and communication skills.
- Business Development acumen.

3. Direct Sales Representatives;

Job Locations; Mwiki, Tassia, Kangemi, Rongai, Vipingo, Zimmerman, Kitengela, Gilgil, Mwea, Makongeni, Mukurweini, Jomoko, Eastleigh, Nakuru, Barnabas, Chogoria, Chuka, Shabaab

Job Summary;

Reporting to the Branch Team Leader, the DSR will be responsible for creating demand for AAK's products and services to potential customers and closing sales. Successful candidates will be on a monthly retainer plus performance commission.

Key Responsibilities

- Promote and sell AA Kenya products and services.
- Generate leads and convert prospects into customers.
- Meet and exceed sales targets.
- Build and maintain customer relationships.
- Support branch marketing activities.

Minimum job requirements:

- Diploma or Degree qualification in any business-related field
- Experience in Sales and Marketing will be an added advantage
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- Strong presentation, negotiation, and communication skills.
- Self-driven with the ability to work independently.

Interested candidates who meet the above requirements are invited to submit their CV and application letter to jobs@aakenya.co.ke indicating the position applied for and preferred branch. E.g Customer Experience Advocate – Kenol Branch), **by 20th July 2026**.

AA Kenya is an equal opportunity employer. We encourage qualified candidates from diverse backgrounds to apply.