

Direct Sales Agent - Nairobi

JTL-SS-DSA-N-05-25 | Sales | Contract | Posted on August 19th, 2025 | Expires on May 16th, 2025

DIRECT SALES AGENT ROLE

We are looking to hire sales agents to promote our **Faiba Fixed** products and services, to identify customer needs, and propose the best solutions that will achieve the set sales targets.

DIRECT SALES AGENTS JOB RESPONSIBILITIES

- Source for new business leads, service accounts, obtaining orders for acquisition and fulfilment;
 - Keep management informed on trade activities by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis;
 - Monitor market trends by gathering current marketplace intelligence on pricing, products, new products, delivery schedules, merchandising techniques among others;
 - Recommend new innovations on products and service delivery in line with the market advances.
 - Resolve customer complaints by investigating problems; developing solutions; preparing reports and making appropriate recommendations to the business.
 - Management and maintenance of sales records.
 - Contribute to team effort by accomplishing related results as needed.
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QUALIFICATIONS FOR THE DIRECT SALES AGENTS JOB

- Degree/Diploma in a business-related field preferred;
- At least 1 year of experience in related field (preferably sales, customer relations, or merchandising);
- Highly motivated, proactive, and target-driven;
- Excellent communication and negotiation skills with the ability to work in a team;
- Customer and business focused attitude;

- Proactive attitude to look for clients and use all the necessary tools to achieve results;
 - Ability to multi-task and get things done to completion;
 - Brand ownership is key;
 - Excellent planning and organizational skills.
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Location: Nairobi

Department: Sales

Job Type: contract