



## Direct Sales Agent - Nairobi

---

JTL-SS-DSA-N-03-26 | Sales | Contract | Posted on June 3rd, 2026 | Expires on April 2nd, 2026

---

### **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.
- 

### **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.
- 

Location: Nairobi

Department: Sales

Job Type: contract