



Regional Sales Team Leader - Nairobi

JTL-SS-RSTL-N-06-26 | Sales | Contract | Posted on June 9th, 2026 | Expires on June 23rd, 2026

REGIONAL SALES TEAM LEADER ROLE

We are seeking to recruit a Regional Sales Team Leader, for **Nairobi Region**, responsible for driving the growth managing team performance and ensuring sales targets are met.

REGIONAL SALES TEAM LEADER KEY JOB RESPONSIBILITIES

- Develop and execute sales strategies to expand market share
- Lead, manage, and motivate team of sales agents within the assigned region.
- Maintain and expand customer base; build and maintain rapport with key customers; identify new customer opportunities.
- Prepare and complete sales action plans; ensure quality standards and customer service standards are maintained.
- Handle customer complaints and enquiries as well as communicate the different technology solutions.
- Ensure optimal coverage of the region by developing and maintaining a detailed sales plan
- Identify market trends and recommend regional sales system improvements and implement change where need be.
- Identify new product opportunities, service changes, survey consumer needs and trends and track competitors.
- Must be up to date with the latest industry trends and technical advancements and apply them in handling sales leads.
- Progress and achieve the annual, quarterly, and monthly business sales target for the region.
- Develop and support new and existing business and technical partnerships across the region.
- Create, follow up and develop new sales opportunities.

REGIONAL SALES TEAM LEADER ROLE QUALIFICATIONS

- Degree in Business related field (Marketing, Sales, BBIT)
 - Minimum 5 to 6 years' direct sales experience or equivalent
 - Consistent achievement of Sales Targets
 - Proven track record of achieving sales targets and leading successful sales teams
 - Relevant background in Telecommunications Industry
 - Proficient in CRM software and Microsoft office
 - Strategic thinking and planning abilities
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Location: Nairobi

Department: Sales

Job Type: contract