

## Direct Sales Agent (Nakuru Region)

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JTL-SS-DSA(R-01-21 | Sales | Contract | Posted on June 8th, 2022 | Expires on January 29th, 2021

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### SUMMARY

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

### DIRECT SALES AGENTS JOB RESPONSIBILITIES

- Â• Source for new business leads, service accounts, obtaining orders for acquisition, and establishing new sub-agent accounts by visiting targeted outlets for existing or potential sales;
  - Â• Adjusts content of sales presentations by studying the type of sales outlet or trade factor;
  - Â• Focus sales efforts by studying existing and potential volume of dealers for training and education;
  - Â• Submit orders by referring to price lists and product literature;
  - Â• 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 analyses;
  - Â• Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques e.t.c;
  - Â• Recommend changes in products, service, and policy by evaluating results and competitive developments;
  - Â• Resolve customer complaints by investigating problems; developing solutions; preparing reports and making recommendations;
  - Â• Provide historical records by maintaining records on area and customer sales;
  - Â• 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;

• Excellent planning and organizational skills.

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Location: Nakuru

Department: Sales

Job Type: contract