

Fixed Sales Supervisor

3dd8adf8-4285-4385-a225-303bc3c5bbec | Sales | Contract | Posted on October 30th, 2026 | Expires on November 9th, 2026

To supervise the activities and performance of the Sales Team in your assigned territory, as directed by your Line Manager.

Fixed Sales Supervisor Job Responsibilities

- Be responsible for your assigned territory's sales target
- Lead and guide the sales team to achieve targets and meet sales goals
- Train, coach and mentor direct sales agents assigned to you, to enhance their product knowledge and sales techniques
- Monitor and analyze sales performance daily, providing feedback and implementing improvement strategies as agreed with your Line Manager.
- Take daily stock of your team's attendance and enforce use of the field management tool.
- Develop and implement effective sales strategies and promotional activities as agreed with your Line Manager
- Build and maintain strong customer relationships to drive repeat business
- Collaborate with your Line Manager to set sales targets and contribute to overall business goals
- Ensure compliance by you and your team, with company policies, procedures and ethical standards
- Resolve customer complaints or issues in a professional and timely manner
- Conduct regular team meetings to communicate goals and sales strategies and carry out performance reviews

Qualifications for the Fixed Sales Supervisor Role

- A Diploma in Business, Sales, Marketing, Project Management, or a related field.
- Additional certifications in sales or project management will be an added advantage
- 3 years of experience in sales with 2 years of experience in a supervisory role
- A proven track record of success in a supervisory role

- Good communications skills
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Location: Nairobi

Department: Sales

Job Type: contract