Fixed Sales Supervisor

JTL-SS-FSS-10-26 | Sales | Contract | Posted on November 10th, 2026 | Closes 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

Location: Nairobi

Department: Sales

Job Type: contract