

## Direct Sales Agent - Nairobi

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JTL-SS-DSA-N-09-24 | Sales | Contract | Posted on October 9th, 2024 | Expires on September 12th, 2024

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### **DIRECT SALES AGENT ROLE**

We are looking to hire Direct Sales Agents to promote our products and services, identify customer needs and propose the best customer solutions.

### **DIRECT SALES AGENTS JOB RESPONSIBILITIES**

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.

Process orders in line with the existing policies.

Keep management informed on trade activities by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual analyses.

Gathering current market intelligence on pricing, new products, delivery schedules, merchandising techniques, e.t.c.

Recommend changes in products, service, and policy by evaluating new market trends.

Resolve customer complaints by investigating problems, developing solutions and making recommendations to the business.

Contribute to team effort by meeting set targets and other related expectations.

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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: Nairobi

Department: Sales

Job Type: contract