



Fixed Sales Supervisor

JTL-SS-FSS-02-26 | Sales | Contract | Posted on April 30th, 2026 | Expires on March 6th, 2026

FIXED SALES SUPERVISOR ROLE

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 analyse 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 JOB

- 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