



## Direct Sales Agent - Nairobi

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JTL-SS-DSA-N-10-24 | Sales | Contract | Posted on January 13th, 2025 | Expires on October 18th, 2024

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### **DIRECT SALES AGENT ROLE**

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**

- Source for new business leads, service accounts, obtaining orders for acquisition and fulfilment;
- Establishing new sub-agent accounts by visiting targeted outlets for existing or potential sales;
- Engaging and building capacity of sales channel outlet by doing visits and updates on new products;
- Focus sales efforts by studying existing and potential volume of dealers for training and education;
- 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 analysis;
- Monitor market trends by gathering current marketplace intelligence on pricing, products, new products, delivery schedules, merchandising techniques among others;
- Recommend new innovations on products and service delivery in line with the market advances.
- Resolve customer complaints by investigating problems; developing solutions; preparing reports and making appropriate recommendations to the business.
- Management and maintenance of sales records.
- 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;
  - Brand ownership is key;
  - Excellent planning and organizational skills.
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Location: Nairobi

Department: Sales

Job Type: contract