

## Trade Development Representative

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JTL-SS-TDR-03-21 | Sales | Contract | Posted on June 8th, 2022 | Expires on April 30th, 2021

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### **TRADE DEVELOPMENT REPRESENTATIVE ROLE**

To increase subscribers through subscriber registrations within an allocated Market zone.

### **TRADE DEVELOPMENT REPRESENTATIVE JOB RESPONSIBILITIES**

- Work closely with the Territory Sales Leader and agents within the allocated Zone.
- Achieve and surpass set targets on acquisition of new subscribers through direct selling and trade activities.
- Development of sales and marketing strategies within assigned market.
- Report on competitor activity and market opportunities.
- Provide marketing plans within allocated area.

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### **QUALIFICATIONS FOR THE TRADE DEVELOPMENT REPRESENTATIVE ROLE**

- Certificate or diploma in sales (a degree would be an added advantage).
- Sales, marketing experience is required.
- Technically savvy.
- Able to communicate and to present clearly to senior management level clients.
- Analytical and entrepreneurial skills.
- MUST have integrity and good work ethic.
- Sale of FMCG products.
- Customer relationship management .
- Knowledge of smart phones and devices in the market.
- Experience in sales in Telecommunication industry is desirable.

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Location: Multiple Locations

Department: Sales

Job Type: contract