Territory Sales Leader

JTL-SS-TSL-09-26 | Sales | Contract | Posted on September 15th, 2026 | Closes on September 14th, 2026

TERRITORY SALES LEADER JOB RESPONSIBILITIES

• Provide full support to the Regional Manager, Trade Representative, and agents within the allocated Zone.

• Recruitment and management of Agents.

• Ensure that set targets are achieved and surpassed in the allocated Business Environment.

• Maintaining an active pipeline of Customers, Agents and Trade Development Representatives within the Zone.

• Oversee zonal development of implementation on short-term and long-term plans within the allocated business environment.

• Supervise implementation of various channels within an allocated Zone.

• Prepare and present sales reports and plans using Microsoft Office tools.

• Integrity and good work ethic

QUALIFICATIONS FOR THE TERRITORY SALES LEADER JOB

• Bachelor’s degree in Business Management or a related field

• Previous experience in Zonal Management

• Experience in selling FMCG products. (Experience in the FMCG industry will be an added advantage)

• 3 Years of team leadership in commercial

• Route to Market, Negotiation and Presentation Skills

• Proven strategic and analytical skills with outstanding interpersonal skills, communication and influencing abilities.

• Customer Relationship Management

Location: Multiple Locations

Department: Sales

Job Type: contract