

Territory Sales Leader

JTL-SS-TSL-09-26 | Sales | Contract | Posted on September 1st, 2026 | Expires 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
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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
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Location: Multiple Locations

Department: Sales

Job Type: contract