Jamii Telecom
Your Trusted Business Partner

Direct Sales Agent - Nairobi

JTL-SS-DSA-N-10-25 | Sales | Contract | Posted on January 9th, 2026 | Expires on October 16th, 2025

DIRECT SALES AGENT ROLE

We are looking to hire sales agents to promote our Faiba Fixed 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;

• 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.

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.

Location: Nairobi

Department: Sales

Job Type: contract