



## Territory Sales Leader

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JTL-SS-TSL-11-22 | Sales | Contract | Posted on March 14th, 2023 | Expires on November 30th, 2022

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We are looking to hire competent Territory Sales Leader to execute marketing plans and to grow subscriber base, achieve and surpass set acquisition targets.

### **TERRITORY SALES LEADER JOB RESPONSIBILITIES**

• Provide full support to the Mobiles Sales Manager, Trade Development 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 sales 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 Sales, marketing, Business Management or any other related field

• Previous experience in Zonal Management

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

• Three (3) Years of team leadership in commercial

â Route to Market, Negotiation and Presentation Skills

â Proven strategic and analytical skills with outstanding interpersonal skills, communication and influencing abilities

â Customer Relationship Management

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Location: Multiple Locations

Department: Sales

Job Type: contract