

## Direct Sales Agent (Coast Region)

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JTL-SS-DSA(R-02-24 | Sales | Contract | Posted on October 9th, 2024 | Expires on February 29th, 2024

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### **DIRECT SALES AGENT ROLE**

We are looking to hire Direct Sales Agents to promote our products and services, identify customer needs and propose the best customer solutions.

### **DIRECT SALES AGENTS JOB RESPONSIBILITIES**

- Source for new business leads, service accounts, obtaining orders for acquisition, and establishing new sub-agent accounts by visiting targeted outlets for existing or potential sales.
  - Process orders in line with the existing policies.
  - Keep management informed on trade activities by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual analyses.
  - Gathering current market intelligence on pricing, new products, delivery schedules, merchandising techniques, e.t.c.
  - Recommend changes in products, service, and policy by evaluating new market trends.
  - Resolve customer complaints by investigating problems, developing solutions and making recommendations to the business.
  - Contribute to team effort by meeting set targets and other related expectations.
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### **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.
  - Excellent planning and organizational skills.
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Location: Mombasa

Department: Sales

Job Type: contract