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# Direct Sales Agent (Coast Region)

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

## 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.

## 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.

Location: Mombasa

Department: Sales

Job Type: contract