



## Regional Sales Manager

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JTL-SS-RSM-10-24 | Sales | Contract | Posted on October 19th, 2024 | Expires on October 18th, 2024

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Jamii Telecommunications Limited (JTL) is seeking to recruit a dynamic and goal-driven Regional Sales Manager to spearhead business growth and boost revenue through effective management of our retail trade operations. The successful candidate will develop innovative strategies to drive customer connections and usage, positioning JTL as a market leader in the region across all product lines: 4G, devices, Fixed Wireless, Faiba Home, and Faiba Business.

### **Key Responsibilities:**

- Lead regional sales efforts by contributing to strategic planning and performance reviews.
- Grow and maintain the customer base by fostering relationships with key clients and identifying new business opportunities.
- Develop and implement sales action plans while ensuring adherence to quality and customer service standards.
- Address and resolve customer complaints related to sales and inquiries, providing effective solutions.
- Manage administrative tasks for the regional sales team, including resolving staff concerns and providing supervisory leadership.
- Identify and analyze market trends, recommending improvements to the regional sales system and driving necessary changes.
- Conduct market research to track consumer needs and competitor activities, recommending product line enhancements and service improvements.
- Achieve and exceed annual, quarterly, and monthly sales targets across all product lines.
- Establish and nurture business and technical partnerships within the region.
- Participate in marketing activities, including customer presentations, exhibitions, and seminars, to promote JTL products and services.

- Support the ongoing expansion of JTL's customer base and ensure regional sales goals are met.
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**Qualifications:**

- Degree or Higher Diploma in a Business-related field from a recognized institution.
  - Minimum of six (6) years of direct sales experience in, preferably in the telecommunications industry.
  - At least four (4) years of experience in managing and supervising sales teams.
  - Proven track record of consistently achieving sales targets and providing impactful sales solutions.
  - Strong analytical, interpersonal, negotiation, and leadership skills.
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Location: Multiple Locations

Department: Sales

Job Type: contract