



## Direct Sales Agent - Nairobi

---

JTL--DSE-10-19 | Sales | Contract | Posted on June 8th, 2022 | Expires on November 22nd, 2019

---

### **SUMMARY**

We are looking to hire sales agents to promote our 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 establishing new sub-agent accounts by visiting targeted outlets for existing or potential sales;

• Adjusts content of sales presentations by studying the type of sales outlet or trade factor;

• Focus sales efforts by studying existing and potential volume of dealers for training and education;

• Submit orders by referring to price lists and product literature;

• 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 analyses;

• Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques e.t.c;

• Recommend changes in products, service, and policy by evaluating results and competitive developments;

• Resolve customer complaints by investigating problems; developing solutions; preparing reports and making recommendations;

• Provide historical records by maintaining records on area and customer sales;

• 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;

Â· Excellent communication and negotiation skills with the ability to work in a team;

Â· Customer and business focused attitude;

Â· Proactive attitude to look for clients and use all the necessary tools to achieve results;

Â· Ability to multi-task and get things done to completion;

Â· Excellent planning and organizational skills.

---

Location: Nairobi

Department: Sales

Job Type: contract