



## Regional Sales Manager

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JTL-SS-RSM-01-24 | Sales | Contract | Posted on January 19th, 2024 | Expires on January 18th, 2024

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We are seeking to recruit a goal-oriented Regional Sales Manager to drive the growth of Jamii Telecommunications Limited's business and generate revenue through effective management of the retail trade. Develop innovative ways of increasing/growing usage and connection and strive to be a market leader within the region in all product lines; 4G, devices, Fixed Wireless, Faiba Home and Faiba Business.

- Oversee regional sales by contributing to regional strategic plans and reviews.
- Maintain and expand customer base; build and maintain rapport with key customers; identify new customer opportunities.
- Prepare and complete sales action plans; ensure quality and customer service standards are maintained.
- Develop, maintain, and handle customer complaints relating to sales and enquires as well as communicate the relevant solutions.
- Resolve staff administrative concerns and handle supervisory role.
- Identify market trends and recommend regional sales system improvements and implement change where need be.
- Survey consumer needs, trends, and track competitors, identify and recommend to the business product line opportunities and service changes, and.
- Achieve and progress annual, quarterly, and monthly business sales target for the region in all product line.
- Develop and support new and existing business and technical partnerships across the region.
- Participate in customer presentations, exhibitions, seminars, and marketing activities.
- Support the continued expansion of JTL's customer base.
- Provide leadership role in the region and handle supervisory role function.

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- Degree or Higher Diploma in Business related course from a recognised Institution.
  - Minimum six (6) years' direct sales experience preferable within the Telecommunication Industry.
  - At least three (3) years' experience in supervising and managing sales teams.
  - Consistent achievement of Sales Targets.
  - Track record of contributing impactful sales solution.
  - Analytical, interpersonal, negotiation and leadership skills needed.
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Location: Multiple Locations

Department: Sales

Job Type: contract