

Territory Sales Leader

JTL-SS-TSL-01-22 | Sales | Contract | Posted on June 8th, 2022 | Expires on January 31st, 2022

We are looking to hire a competent Territory Sales Leader to execute marketing plans and to grow subscriber base, achieve and surpass set acquisition targets.

TERRITORY SALES LEADER JOB RESPONSIBILITIES

• Provide full support to the Mobiles Sales Manager, Trade Development Representative, and agents within the allocated Zone.

• Recruitment and management of Agents.

• Ensure that set targets are achieved and surpassed in the allocated Business Environment.

• Maintaining an active pipeline of Customers, Agents and Trade Development Representatives within the Zone.

• Oversee zonal development of implementation on short-term and long-term plans within the allocated business environment.

• Supervise implementation of various sales channels within an allocated Zone.

• Prepare and present sales reports and plans using Microsoft Office tools.

• Integrity and good work ethic

QUALIFICATIONS FOR THE TERRITORY SALES LEADER JOB

• Bachelor's Degree in Sales, marketing, Business Management or any other related field

• Previous experience in Zonal Management.

• Experience in selling FMCG products. (Experience in the FMCG industry will be an added advantage).

• Three (3) Years of team leadership in commercial.

• Route to Market, Negotiation and Presentation Skills.

• Proven strategic and analytical skills with outstanding interpersonal skills, communication and influencing abilities.

• Customer Relationship Management.

Location: Multiple Locations

Department: Sales

Job Type: contract