



## Direct Sales Agent - Mombasa

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

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### **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.Â Â

### **DIRECT SALES AGENTS JOB RESPONSIBILITIESÂ**

Â 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;Â Â

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

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

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

Â 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;Â Â

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

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

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

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

Â Contribute to team effort by accomplishing related results as needed.

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### **QUALIFICATIONS FOR THE DIRECT SALES AGENTS JOB**

Â Degree/Diploma in a business-related field preferred;Â Â

Â At least 1 year of experience in related field (preferably sales, customer relations, or merchandising);Â Â

Â Highly motivated, proactive, and target-driven;Â

• 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.

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Location: Mombasa

Department: Sales

Job Type: contract