



## Fixed Sales Supervisor

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JTL-SS-FSS-04-25 | Sales | Contract | Posted on April 17th, 2025 | Expires on April 16th, 2025

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### **FIXED SALES SUPERVISOR ROLE**

To supervise the activities and performance of the Sales Team in your assigned territory, as directed by your Line Manager.

### **FIXED SALES SUPERVISOR JOB RESPONSIBILITIES**

- Be responsible for your assigned territory's sales target
- Lead and guide the sales team to achieve targets and meet sales goals
- Train, coach and mentor direct sales agents assigned to you, to enhance their product knowledge and sales techniques
- Monitor and analyse sales performance daily, providing feedback and implementing improvement strategies as agreed with your Line Manager.
- Take daily stock of your team's attendance and enforce use of the field management tool.
- Develop and implement effective sales strategies and promotional activities as agreed with your Line Manager
- Build and maintain strong customer relationships to drive repeat business
- Collaborate with your Line Manager to set sales targets and contribute to overall business goals
- Ensure compliance by you and your team, with company policies, procedures and ethical standards
- Resolve customer complaints or issues in a professional and timely manner
- Conduct regular team meetings to communicate goals and sales strategies and carry out performance reviews

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### **QUALIFICATIONS FOR THE FIXED SALES SUPERVISOR JOB**

- A diploma in business, sales, marketing, project management, or a related field

- Additional certifications in sales or project management will be an added advantage
  - 3 years of experience in sales with 2 years of experience in a supervisory role
  - A proven track record of success in a supervisory role
  - Good communications skills
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Location: Multiple Locations

Department: Sales

Job Type: contract