

Regional Sales Team Leader - Mombasa

JTL-SS-RSTL-M-07-26 | Sales | Contract | Posted on August 11th, 2026 | Expires on August 10th, 2026

We are seeking to recruit a Regional Sales Team Leader for the **Mombasa Region**. The successful candidate will be responsible for driving sales growth, leading and motivating the regional sales team, managing team performance, and ensuring the achievement of sales targets while delivering exceptional customer service and supporting the Company's strategic objectives.

Job Responsibilities

- Develop and execute sales strategies to expand market share
- Lead, manage, and motivate team of sales agents within the assigned region.
- Maintain and expand customer base; build and maintain rapport with key customers; identify new customer opportunities.
- Prepare and complete sales action plans; ensure quality standards and customer service standards are maintained.
- Handle customer complaints and enquiries as well as communicate the different technology solutions.
- Ensure optimal coverage of the region by developing and maintaining a detailed sales plan
- Identify market trends and recommend regional sales system improvements and implement change where need be.
- Identify new product opportunities, service changes, survey consumer needs and trends and track competitors.
- Must be up to date with the latest industry trends and technical advancements and apply them in handling sales leads.
- Progress and achieve the annual, quarterly, and monthly business sales target for the region.
- Develop and support new and existing business and technical partnerships across the region.

- Create, follow up and develop new sales opportunities.
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Role Qualifications

- Degree in Business related field (Marketing, Sales, BBIT)
 - Minimum 5 to 6 years' direct sales experience or equivalent
 - At least 3 years in a supervisory role in a busy environment.
 - Consistent achievement of Sales Targets
 - Proven track record of achieving sales targets and leading successful sales teams
 - Relevant background in Telecommunications Industry
 - Proficient in CRM software and Microsoft office
 - Strategic thinking and planning abilities.
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Location: Mombasa

Department: Sales

Job Type: contract