

## Direct Sales Agent - Nairobi

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JTL-SS-DSA-N-08-22 | Sales | Contract | Posted on November 9th, 2022 | Expires on September 16th, 2022

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### **DIRECT SALES AGENT ROLE**

We are looking to hire Direct Sales Agents to promote our products and services, identify customer needs and propose the best customer solutions.

### **DIRECT SALES AGENTS JOB RESPONSIBILITIES**

• 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.

• Process orders in line with the existing policies.

• Keep management informed on trade activities by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual analyses.

• Gathering current market intelligence on pricing, new products, delivery schedules, merchandising techniques e.t.c;

• Recommend changes in products, service, and policy by evaluating new market trends.

• Resolve customer complaints by investigating problems, developing solutions and making recommendations to the business.

• Contribute to team effort by meeting set targets and other related expectations.

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

• Degree/Diploma in a business-related field preferred.

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

• Highly motivated, proactive, and target driven.

• Excellent communication and negotiation skills with the ability to work in a team.

• Customer and business focused attitude.

â Proactive attitude to look for clients and use all the necessary tools to achieve results.

â Ability to multi-task and get things done to completion.

â Excellent planning and organizational skills.

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Location: Nairobi

Department: Sales

Job Type: contract