

Dealer Manager

JTL-SS-DM-04-23 | Sales | Full-Time | Posted on August 28th, 2023 | Expires on April 30th, 2023

We are seeking to hire a Dealer Manager responsible for developing the dealer relations, increase sales, increase market share and profitability. The position will be responsible for optimizing dealer coverage and driving overall dealer performance.

DEALER MANAGER JOB RESPONSIBILITIES

- Recruit, manage and maintain direct channel, dealers, channel partners and Agents.
- Achieve dealership targets, revenue growth, customer satisfaction, and agents' engagement.
- Development of plans to achieve set acquisition and revenue targets.
- Increase product and business solutions penetration.
- Ensure revenue growth through up selling.
- Achieve the set Net Promoter Score (NPS) targets in the dealer channel.
- Facilitate dealer channel and sales team training on products and services.
- Prepare and deliver monthly sales reports.
- Develop strong relationships with customers to maintain ongoing revenue stream.
- Demonstrate ability to implement processes and handle cross functional relationships.
- Participate in the development and implementation of marketing plans.
- Monitor market trends to identify new business opportunities.
- In charge of dealer branding, visibility, and product availability at the retail points.

DEALER MANAGER ROLE QUALIFICATIONS

- Degree in Business related field from a recognized institution.

- At least five (5) years' experience in sales and three (3) years in a similar role.
 - Successful track record in B2B sales, negotiation, managing dealers and agent relationships.
 - Excellent verbal and written communication skills.
 - Proficiency with data analysis, forecasting, and budgeting.
 - Proven ability to plan and manage resources.
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Location: Nairobi

Department: Sales

Job Type: full-time