



## Direct Sales Agent - Nairobi

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JTL--DSE-10-19 | Sales | Contract | Posted on November 8th, 2019 | 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

### **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;
  - Adjusts content of sales presentations by studying the type of sales outlet or trade factor;
  - Focus sales efforts by studying existing and potential volume of dealers for training and education;
  - Submit orders by referring to price lists and product literature;
  - 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;
  - Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques e.t.c;
  - Recommend changes in products, service, and policy by evaluating results and competitive developments;
  - Resolve customer complaints by investigating problems; developing solutions; preparing reports and making recommendations;
  - Provide historical records by maintaining records on area and customer sales;
  - Contribute to team effort by accomplishing related results as needed.
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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;
  - 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: Nairobi

Department: Sales

Job Type: contract