



1 in 4 people do not have access to electricity

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.

JOB DESCRIPTION: DISTRIBUTION SALES EXECUTIVE

- Job Location:** Kenya
- Reporting to:** Distribution Sales Manager
- Job Tier Level:**
- Direct Reportees:**

Position Description

The job holder will be responsible for making sure all portables and Distribution sales targets are met within the designated sales area or territory.

R & R

- Grow portables revenue in their assigned territory
- Grow distribution width in the designated sales area
- Grow distribution depth within their allocated territory
- Manage secondary sales revenue into retail outlets
- Outlet management
- Create awareness in their designated geographies and do direct selling for the retail outlets
- Find new distributors and constantly grow the business
- Manage the regional outlets sales agents and ensure sales targets are achieved through pushing stock outs to assigned outlets.
- Monitor sales data and keep up to date with current market trends and customer needs which includes customer queries and complaints
- Ensure availability of stocks in all outlets across range
- Focus on activating new channels – market, group, schools, MFIs, NGOs and SACCOs
- Ensure that distributor agents and retail outlets focus on d.light products
- Relations building between d.light and clients
- Be aware of all competitive activities within the territory

KPIs

- Meet sales Quotas
- Resolve client queries and issues



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Desired Skills and Experience

- A diploma in business related field
- Previous Sales experience with demonstrable and success successful sales track record
- Relevant industry background will be an added advantage
- Previous working experience in a rapid sales growth environment
- An ability to build relationships with people at all levels
- A valid Kenyan driving license
- Strong mind set for continuous improvement and meeting or exceeding expectations and able to demonstrate complete discretion and confidentiality
- Passion for social enterprise, development of people and environment benefits

