



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 MANAGER

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

Position Description

The job holder will be responsible for managing all d.light sales activities within a defined geographical territory to achieve revenue targets for portables.

R & R

- Grow portables revenue in their assigned territory
- Grow distribution width in the designated sales area
- Grow distribution depth within their allocated territory
- Ensure proper visibility and availability of d.light products in the assigned territory
- Revenue primary purchase by the distributor
- Manage outlet distributor
- Provide reports as required, give feedback on market intelligence and competition
- Ensure timely and proper execution of sales related activities within the designated territory
- Achievement of defined target (sales in an out, merchandising, outlet growth customer satisfaction, outlet stockholding, sales per outlet, journey planning)
- Ensure recruitment outlets meet the defined criteria
- Manage and coordinate Distribution Sales Executives, within the assigned location
- Journey planning and for self and for Distribution Sales Executives ensuring that movement within designated geographies is planning for self and for optimal time and cost efficiency.
- Manage business relationships with outlets in designated territory to ensure stock availability at all times and in the desired quantities.
- Ensure adequate stock of point of sale materials and enforce of in-store merchandising
- Train outlet owners / managers on d.light products , selling tools point of sale materials and warranty handling
- Provide learning and improvement feedback on the execution plan to Regional Business Manager
- Coordinate regional outlets activities i.e. making orders and ensure the DSE work to move the stock out for re-order
- Analyze competitor activities in the region and assess opportunities for business development,



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.

KPIs

- Deliver within the set sales targets (daily, monthly and quarterly) on portables portfolio
- Optimize active sales headcount

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
- Excellent people skills
- An ability to build relationships with people at all levels
- A valid Kenyan driving license
- Demonstrate problem solving solving capability – ability to create win – win situation while deriving desired numbers and outcome
- Willing to spend average six (6) days a week in the field
- 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

