



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: TERRITORY SALES EXECUTIVE

- Job Location:** Kenya
- Reporting to:** Territory Sales Manager
- Job Tier Level:**
- Direct Reportees:** None

### Position Description

The job holder will be responsible for making sure all sales targets for PAYGO and portables of d.light products are met within the designated sales area or territory.

### R&Rs

- Create awareness in their designated geographies and do direct selling for our retail outlets.
- Find new customers and constantly expand the business
- Manage the regional outlet sales agents and ensure sales targets are achieved through pushing stock out 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 stock in all outlets across range.
- Focus on activating new channels - markets, groups, schools, MFIs, NGOs and SACCOs.
- Ensure that distributor agents and retail outlets focus on d.light products.
- Relationship building between d.light and clients.
- Be aware of all competitive activities within the territory

### KPIs

- Meet sales quotas
- Resolve client queries and issues

### Desired Skills and Experience

- Previous sales experience with demonstrable and successful sales track record
- A diploma in a business related field
- Relevant industry background in a related industry will be an added advantage
- Experience working in a rapid sales growth environment
- An ability to build relationships with people at all levels
- A valid Kenyan driving license



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- Strong mindset for continuous improvement and meeting or exceeding expectations and able to demonstrate complete discretion and confidentiality
- Passion for social enterprise, development of people and environmental benefits

