



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 MANAGER

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

### 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 PAYGO and portables.

### R&Rs

- Ensure proper visibility and availability of d.light Products in the territory assigned
- 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 targets (sales in & out, merchandising, outlet growth, customer satisfaction, outlet stockholding, sales per outlet, journey planning).
- Ensure recruited outlets meet the defined criteria.
- Manage and co-ordinate Territory Sales Executive (TSEs) within the assigned locations.
- Journey planning for self and for Territory Sales Executive (TSEs) – ensuring that movement within designated geographies is planned for optimal time & 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 enforcement 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 Region Sales Manager
- Co-ordinate Regional Outlet activities i.e. Make orders for them, ensure the Territory Sales Executive (TSEs) work to move the stock out for re-order.
- Analyze competitor activities in the region and assess opportunities for business development

### KPIs

- Deliver within the set sales targets (monthly and quarterly) on PAYGO and Portable portfolio
- Optimized active sales head count



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### Desired Skills and Experience

- Previous experience working as a territory sales manager
- Relevant industry background in a related industry will be an added advantage
- Experience working in a rapid sales growth environment
- Proven track record of hitting and exceeding targets and building partnerships
- Excellent people skills
- An ability to build relationships with people at all levels
- Demonstrate problem solving capability – ability to create win-win situations while deriving desired numbers and outcomes
- Willingness to spend an average of 4 days a week in the field
- A valid Kenyan driving license
- 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

