



WE ARE HIRING

TERRITORY SALES EXECUTIVE

Job Location: Nigeria
Reporting to: Area Sales Manager

Position Description

The job holder will be responsible for making sure that all sales target within a defined geographical territory are met for PAYGO and portables.

R&Rs

- Create awareness in the designated geographies.
- Find new customers and constantly expand the business.
- Manage the regional sales outlets 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 customers queries and complaints.
- Ensure availability of stock in all outlets across range.
- Focus on activating new channels – markets, groups, MFIs, NGOs and Cooperatives.
- Ensure that distributor agents retail outlets focus on d.light products.
- Relationship building between d.light and clients.
- Be aware of all competitive activities within the territory.
- Recruit and manage performance of Solar Energy Promoters within their designated regions.

KPIs

- Meet sales quotas
- Resolve client queries and issues.

Desired Skills and Experience

- Previous experience with demonstrable and successful sales track record
- A first degree in business related field
- Relevant industry background in a related industry will be an added advantage
- Experience working in a rapid sales growth environment
- Excellent people skills
- An ability to build relationships at all level
- Demonstrate problem solving capabilities – create a win-win situation while deriving desired numbers and outcome.
- Willingness to spend an average of 4days a week in the field
- Strong mindset for continues improvement and meeting or exceeding expectation and able to demonstrate complete discretion and confidentiality
- Passion for social enterprise, development of people and environmental benefits.

How to apply

- Submit CV in PDF format with the Job Title as the subject of the email to recruitment.nigeria@dlight.com
- Application deadline: 16th December, 2019.