



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: NATIONAL SALES MANAGER – PORTABLES

- Job Location:** Kenya
- Reporting to:** Director of Sales and Distribution, Kenya
- Job Tier Level:** C
- Direct Reportees:** Trade Development Managers

Position Description:

The job holder will be responsible for achieving the overall revenue targets for D-series & portables for d.light Kenya by aligning the sales teams to volumes of SKU's as per the budget. He/she shall coordinate with internal & external stakeholders to strategize effective plans and shall be responsible for executing the same to meet or over-achieve the objectives prescribed.

R&Rs

- Work closely with regional sales managers in monitoring daily, weekly and monthly D-Series & portables sales achievements against targets set.
- Drive incremental productivity of sellers on ground for D-series & portables.
- Plan result-oriented activities and formulate strategies for cost effective incremental sales.
- Should be adroit in communicating the results derived from activities and present a cost benefit analysis to key stakeholders of Kenya business entity.

KPIs

- Deliver within the set sales targets (monthly and quarterly) on D-Series & Portable portfolio

Desired Skills & Experience

- Minimum degree in a business field acquired from a reputable university
- Over 5 years' of experience in sales and sales management. Should have worked in a capacity of managing large teams with high revenue models at a country/ regional level
- Experience working in a rapid sales growth environment, preferably building a sales team from scratch and/or creating sales for a completely new product category
- Proven track record of hitting and exceeding targets and building partnerships



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.

- Demonstrate problem solving capability – ability to create win-win situations while deriving desired numbers and outcomes
- Demonstrate strong leadership and team management
- Multitask oriented, organized, set priorities and meet deadlines and take pride in one’s work.
- Strong mindset for continuous improvement and meeting or exceeding expectations and able to demonstrate complete discretion and confidentiality
- Excellent organizational and time-management skills
- Passion for social enterprise, development of people and environmental benefits

How to Apply

Candidates who meet the requirements should submit their CV and cover letter to:

recruitment.kenya@dlight.com before 17th March 2021.

About d.light

Founded in 2007 as a for-profit social enterprise, d.light manufactures and distributes award-winning solar products designed to serve the more than 2 billion people globally without access to reliable electricity. With operations across Africa, Asia and the Americas, d.light has impacted close to 100 million lives with its products and solar solutions. For more information, visit www.dlight.com

