

Direct Sales Agent-DSA at HCS Africa

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); The name HCS Africa is derived from carefully selected words: 'Human', referring to our people-oriented approach, 'Capital', referring to our commitment of increase in profit, and 'Synergies', referring to the collaborative nature of our organization. Therefore our service provisions and methodologies are wholly centered on adding value to your most important source of profit – Human Resource – and anything else in line with your business priorities which require the synergy of our partnering stakeholders.

Job Purpose

To market and sell Company products and services to all customers in a professional manner.

The role needs to adhere and function within the guidelines for finance controls, processes, and policies that encompass retail operations mandate.

Key Responsibilities

Generate Sales – as per Targets – for Airtime, Acquisitions & Devices

Monitor Telkom's inventory and consignment stock for accurate balance of inventory movements and physical stock daily

Manage daily cash float and account for daily sales

Support and implement the customer experience improvement strategies for increased sales

Offer technical support to customers especially on configuration of data devices.

Qualifications- Academic and Professional

Diploma/Bachelor's Degree in Business, Marketing or related field

Experience

At least 1 year experience in sales

Technical competencies

Marketing skills

Product Knowledge

Upselling and Cross selling

Solution Oriented

Customer relationship management.

Location: Naivasha, Nakuru, Kericho, Nandi Hills, Kisumu, Eldoret, Kakamega, Vihiga, Kamakis, Githurai, Kiambu, Meru, Nyeri, Embu, Thika, Mwea, Nanyuk

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