

FIELD SALES AGENTS

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Company: Mcarfix Limited

Location: Nairobi

Category: Business-and-Financial-Operations

As a Field Sales Agent, you shall be responsible for consistently bringing new business to the company and ensuring the extensive distribution/uptake and sale of our products within your territories of operation by individuals and businesses across all industries in various territories around the globe, the ultimate goal being to generate revenue through and using digital platforms and tools. Reporting to the Field Sales Head, the main roles of this position include:

1. Generate revenue by meeting/exceeding established daily, weekly, monthly, quarterly and yearly sales targets
2. Develop and execute a plan to grow and manage business in your territory
3. Attract new clients, win new accounts, and maximize profitability within his or her sales territory.
4. Identify and work prospects through the entire sales cycle, including developing new leads, educating prospects, and turning interested parties into long-term customers.
5. Seek out players in the motor vehicle sector including stockists, dealers, bazaars etc.
6. Maintain and expand the database of prospects within the pipeline
7. Collate responses through the selling stages from identified to closed
8. Collect, organize and share market information to improve service delivery and execution
9. Have thorough, unassailable product knowledge
10. Execute flawless sales pitches
11. Ensure prompt payments by customers
12. Acquire new business for the company as well as maintain current business relationships with existing clients
13. Handling customer issues and escalating them accordingly
14. Manage the entire sales and service cycle from finding a client to securing a deal, retaining, and growing the client and its book of business
15. Provide on-going training, product updates, campaign reporting, all optimization efforts and campaign renewals while executing a clear path ensuring sales and client success
16. Work

collaboratively with team members to drive revenue 17. Demonstrate thought leadership with customers and stay apprised of the industry trends by effectively and appropriately engaging the market 18. Maintain our brand's presence and sales in your designated locality by working on various sales and marketing campaigns 19. Ensure prompt payments by customers 20. Acquire new business for the company as well as maintain current business relationships with existing clients 21. Close new deals at a high rate 22. Build relationships with existing customers 23. Cultivate new leads within the sales territory and maintain records of all sales leads and/or customer accounts 24. Travel throughout the territory and visit customers on a recurring basis 25. Manage multiple accounts simultaneously 26. Represent the brand during all customer and prospect interactions 27. Educate customers on how our products can benefit them financially and even professionally 28. Monitor the company's industry competitors, new products, and market conditions 29. Any other duties as may be assigned from time to time

Skills and Qualifications for this position include:

- Relevant qualifications in Sales / Marketing
- 5+ years of work experience working in for a corporate in sales / in a similar position
- Brought in revenues of over KES1 Million through field sales monthly (KES 12 million a year)
- Good verbal and written communication skills
- Practical experience in a client-facing position
- Negotiation and closing proficiency
- Strong client service relationship-building skill

Key Performance Indicators

- Achieve 100% of the daily, weekly, monthly and yearly paid-up Sales targets
- Achieve 100% of the set target for number of qualified leads per day, week, month and year
- Achieve 100% set targets for retentions and signups for each month
- Achieve set targets in the ecosystem and maintain optimal numbers

How to Apply Interested and qualified persons are invited to send their cover letter, CV and copies of certificates to hr@mcifix.com Please note that applications shall be processed on a first-come-first served basis. While we appreciate all interest in working with us, due to the number of applications we receive, we regret that only shortlisted candidates shall be contacted. "We are an equal opportunity employer"

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