

Sales & Marketing Intern

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Company: Fuzu

Location: Nairobi

Category: other-general

Job Summary

Contract Type:

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Sterling Credit Ltd is currently seeking enthusiastic and motivated individuals to join our Sales & Marketing Internship program. As a Sales & Marketing Intern, you will have the opportunity to gain valuable experience in both field and telesales while supporting our team in achieving challenging targets.

This role requires excellent customer service skills, relationship-building abilities, and a commitment to contributing to our success. If you meet the qualifications and competencies listed below, we encourage you to apply for this exciting opportunity.

Responsibilities

Sales & Marketing Internship Responsibilities:

Work in both field and telesales to promote our credit services.

Support and contribute to maintaining an excellent work environment to meet demanding sales targets.

Deliver exceptional customer service to all clients.

Build strong relationships with customer-partners and opinion leaders in the catchment area.

Assist in the accurate and timely reporting of Management Information and market

feedback, providing insights into customer preferences, trends, and market opportunities.

Participate in marketing activities to increase brand visibility.

Assist in lead generation efforts to identify potential customers.

Conduct customer education and maintain positive relationships.

Assist in renegotiating payment schedules with clients.

Requirements for the Sales & Marketing Internship:

A good level of general education, including K.C.S.E, Certificate, or Diploma.

Computer literacy with proficiency in standard office software.

Good command of both English and Kiswahili languages.

Key Competencies:

Customer Handling Ability to engage with customers professionally and address their needs.

Sales and Business Development: Willingness to contribute to sales growth and business expansion.

Enforcement of Contract and Repayment Obligations Ensure compliance with contractual agreements.

Administrative Support Assist with various administrative tasks.

General Support to All Tasks: Be a flexible team player.

Communications Effective communication skills, both written and verbal.

Information Collection: Gather and report market intelligence.

Personal Attributes Display integrity and a commitment to consumer finance.

High Motivation: Demonstrate a strong desire to excel in the role.

Self-Starter & Functional Problem Solver Ability to initiate tasks and solve challenges.

Process Discipline: Adherence to established procedures.

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