

## Sales Team Lead - Matunda

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Company: SunCulture Kenya Limited

Location: Matunda

Category: other-general

**Department:** Sales

**Position:** Sales Team Lead

**Reporting To:** Regional Sales Manager

**Tenure:** Full time

### About SunCulture

Founded in 2012, SunCulture's Vision is *to build a world where people take control of their environment in rewarding and sustainable ways* . SunCulture does this by *developing and commercialising life changing technology that solves the biggest daily challenges for the world's 570 million smallholder farming households*. We are the largest distributor of solar water pumps / solar irrigation for smallholder farmers in Africa and were selected by Fast Company as one of the World's Most Innovative Companies in 2021. Here is a good explainer video recently made by . Over the last 5 years the company has grown significantly and now employs 400+ people around the world.

### About Role

As a Sales Team Lead, you will be in charge of the Sales Agents in your territory. You will be responsible for managing sales, ensuring that targets are attained, and handling clients in the territory. You have to be dynamic, self-motivated, have excellent interpersonal and leadership skills.

## **Responsibilities**

### **Recruitment and training.**

Source, identify and recruit astute and goal-oriented sales agents who will be willing and capable of selling SunCulture products

Train, and onboard the sales agents to ensure they have all been set up for success in bringing in sales and meeting the company KPIs

### **Team Management**

Carry out daily and weekly check-ins with the teams to ensure there is maximum productivity

Track Lead generation and selling processes of the sales agents

Coordinate aftersales customer service to ensure brand strength

### **Sales**

Work closely with the Regional Sales Manager in developing and establishing clear sales KPIs meant to be exceeded by the sales agents

Monitor and push for numbers closures when it comes to the sales targets on the selling of SunCulture commodities

Establish a rapport with the clients and also the community in ensuring that all the clusters allocated are fully utilized and understand SunCulture products and brand

### **Does this sound like you?**

Proven experience in a sales role in the energy sector

Proven track record of successfully meeting sales quota

Strong leadership abilities and outstanding interpersonal skills.

Ability to think and plan strategically, plan, manage, and act to achieve set outcomes.

Ability to work under deadline pressure and meet targets.

Passion for irrigation and in-depth knowledge of the industry and current trends adaptable for SunCulture

Independent thinker with proactive decision-making capabilities

Comfortable with ambiguity and experience working in a dynamic environment

Have the ability to handle pressure, meet targets, keep cool-temper, and handle rejection gracefully.

Be organized and be an expert in time management- both at personal and team levels

A diploma or degree is an added advantage.

### **Interested?**

Please apply online via this job portal. We respond to all candidates; however only shortlisted candidates will be interviewed.

### **Please Note**

SunCulture is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations, and ordinances.

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