

Trade Development Representative at HCS Africa

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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 focus on channel visitations to drive retailer awareness & turnaround on SIMs & Float while paying attention to visibility and merchandising at point of purchase for SSOs and T-Kash agents.

Key Responsibilities

SSO & Agent Recruitment & Mapping – Effectively manage the identification and recruitment of Agents, targeting mobile money outlets and high traffic retail stores.

Call rate -Visit SSOs & Agents regularly using agreed route plans (beat plans).

Training and delivery of business tools -Provide all requisite tools for transactions at SSO & agent outlet and train SSOs and TKash Agents on processes

AML training and testing – Train agents on AML and SSOs on KYC process in relation to SIMREG

Float and stock cover and sales – monitor and effectively enforce 1.5x stock rule for agents and ensure SSOs have adequate stock SIMs for new registration and activations

Merchandising–Develop and maintain merchandising standards by availing merchandising materials at SSOs and Agent outlets

Qualifications

Academic and Professional

Diploma or Bachelor’s Degree in Business, Marketing or related field

Experience

At least 1 year experience in sales and distribution role in an FMCG or Telcos

Competencies

Customer focus

Influencing and negotiation skills

Networking and building partnerships

Analytical thinking

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

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