

Zonal Sales Manager 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 sell and manage the distribution of communication products and services (Airtime, SIM Cards, Mobile Financial Services & Devices) to resellers and distributors within the assigned territory. The role needs to identify and facilitate optimisation of opportunities to drive sales as maximally and as efficiently as possible within the assigned territory.

Key Responsibilities

Achieve the Sales (Revenue) targets of the Territory – both Mobile & MFS

Achieve Customer Base targets via acquisition drives

Drive Channel Specific Agenda in line with Company targets – ASOs, SSOs, Agencies.

Achieve Site Profitability targets within the Territory via Site-based activities & programs.

Oversee & drive the people capability agenda across all levels – TDRs, DSAs,

Commandoes.

Ensure customer expectations regarding standard of services & product knowledge are met, both in Stores & in Partners stores

Monitor the activities of competition and to prepare counter action plans.

Prepare and submit reports as required.

Qualifications

Academic and Professional

Bachelor's Degree in Business, Marketing or related field

Experience

2 – 3 years' experience in sales and distribution role in Telco/FMCG

Competencies

Customer focus

Influencing and negotiation skills

Networking and building partnerships

Analytical thinking

Sales management

Route to market management

Planning and organisation

Reporting

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

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