



THREE GREEN APPLES CONSULTING

Keeping Business Simple

CAREER OPPORTUNITY

SALES AGENT

Mobile App Payment System

Our client in East Africa region is looking to recruit 50 Sales Agents for each county in Kenya. Reporting to the CEO, the key deliverable from this role will be to make sales for the company through actively selling the Mobile App Payment System to schools within the assigned counties in Kenya.

The responsibilities include:

- i. Close sales by reaching out to customer leads through cold calling, organise sales visits, make presentations to promote the new Mobile App Payment System and negotiate on the contracts. Present, promote and sell Mobile App Payment System to prospective customers.
- ii. Offer superior customer service to customers, resolve complaints and recommend solutions.
- iii. Monitor competitor activity by gathering current marketplace information on pricing, products/services etc. and recommend changes for the systems' packaging and delivery.
- iv. Submit to management the reports on a daily, weekly work plans, monthly territory analyses, customer databases within the agreed timelines.

REQUIREMENTS

Minimum Knowledge, Qualifications and Experience required for this Role

- Minimum education qualification of completion of an O Level Certificate. Any qualification or certification in sales will be an added advantage.
- Proven work experience as a sales representative selling within the education environment, consistently meeting sales targets within agreed timelines.
- Basic level proficiency in MS Office applications i.e. Word, and Excel.

Management Skills required for this Role

- Excellent prospecting and closing skills.
- Excellent networking, negotiating and communication skills.
- Ability to create and deliver presentations tailored to the clients' needs.
- Client oriented, responsive, persistent and have the ability to maintain the client relationships.
- Good time management and organisation skills.
- Enthusiastic, ambitious, confident and motivated for sales.
- Positive, energetic self-starter with a high level of personal drive and resilience.
- Unquestionable integrity.

Engagement and Remuneration: Agents will be engaged on a contract for service. The remuneration will be commissioned based, with a guaranteed commission of KShs 50,000 less withholding tax for the first six months subject to meeting sales and on-boarding targets. Thereafter Agents will earn a commission on sales and a *residual income from the transaction fees earned from each client they on-board. (*terms and conditions apply).



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If you are interested in the above position and meet the above criteria, please send in your application via electronic mail to recruitment@tgagroupea.com attaching a full résumé / curriculum vitæ in Microsoft Word Document (.doc /.docx) format.

Your application should reach us on or before **11th January 2018**. Interviews will commence on a first come first serve basis for successful candidates.

*Please Note: **WE DO NOT CHARGE INDIVIDUALS ANY FEE** to accept or hold their applications in our database. We therefore do not accept any applications from agencies who charge their clients for submitting their resumes*