

Sales Representative

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Company: Recruitment Matters

Location: Kitwe

Category: other-general

Overview

Our client in the FMCG industry is looking for a results driven and ambitious Sales Representative; **Duties and responsibilities include but are not subject to;**
Calling on set outlet base as per defined Call Cycle

Drive Volume Growth

Grow Market Share in an extremely competitive environment

Reduce trade returns to min acceptable levels.

In trade execution / merchandising

Brand building initiatives within outlets to drive volume

Weekly / monthly KPI reporting

Giving sales presentations to a range of prospective clients.

Understanding and promoting company programs.

Preparing and submitting sales contracts for orders.

Maintaining client records.

Key Skills;

Strong customer service skills.

Commercial awareness.

Interpersonal and teamworking skills.

The ability to prioritise and juggle multiple responsibilities.

Excellent communication skills.

Management and administration skills.

Problem-solving skills.

Organisational skills

Qualifications;

Degree or Diploma in Sales/Commerce/Marketing.

3-5 Years' experience in similar role. Must have experience with perishable and frozen goods

Excellent customer relations.

Strong project management and people management

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