

## Sales Representative

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Company: PRI

Location: Lusaka

Category: other-general

### Overview

#### **Sales Representative for Bulk Frozen Chicken**

We are looking for a results-driven Sales Representative to actively seek out leads, engage customer prospects and secure frozen chicken business with restaurants, caterers, event planners, butcheries, chain stores and other entities.

#### **KEY RESPONSIBILITIES**

Achieve sales targets and develop the required territories by building relationships to win new clients.

Takes orders from customers as needed and relays to the production team.

Negotiate pricing with customers and suppliers as per mandate provided by Management.

Generate leads and cold call prospective customers. Maintain a client database to record client information, call activity, actions, follow-ups, and results etc.

Consults with clients after onboarding to resolve problems and to provide ongoing support.

Performs administrative duties, such as preparing sales reports and keeping sales records.

Think strategically – seeing the bigger picture and setting aims and objectives in order to develop and improve the business.

Track and report competitive issues.

Acquire, maintain, and report adequate knowledge of product, market, and competition.

## KEY REQUIREMENTS

Strong experience in sales in the poultry sector (Frozen Chicken) in Lusaka and other regional markets.

Strong network of contacts in the poultry sector.

At least 3 years of sales experience in poultry sector

A “hunter” personality is an absolute must

Be fluent in English and other local languages. Both verbal and written.

Comfortable with Microsoft Office Suite programs and databases

Interpersonal communication, and written communication skills

Well organized, detail-oriented, results-focused, and able to work autonomously

Travel within the assigned territory

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### Cross References and Citations:

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