

Title

Unit Managers

Overall Responsibility

The unit manager will have a mandate to recruit and train a high caliber team (DSFs) capable of meeting their individual and company targets as stipulated within the company's strategy.

Key Tasks, Duties & Responsibilities

1. Identify, recruit and train high caliber direct sales force (DSFs) and meet the unit recruitment requirements.
2. Develop a highly motivated, disciplined and productive sales team of 15 or more capable of meeting their individual and company targets.
3. To maintain high retention rates of at least 80% or more within the units
4. Meet and exceed targets allocated to the unit on all classes of business while ensuring required and acceptable business mix.
5. Co-ordinate, supervise and motivate sales agents in the unit and ensure that company policies and procedures are observed at all time.
6. To ensure that performance standards regarding profitability and efficiency are attained within the set time-lines
7. To ensure all the recruited sales agents are trained on all company products and processes
8. To promote a high degree of professionalism and integrity within the unit
9. To exercise and promote high level of customer service within the unit

Requirements

Required education: Bachelor's degree

Required relevant work experience: 3 years

Required skills: Sales support; Organize and manage recruitment campaigns; Sales strategy; Training delivery; Business development

Required languages: English (Spoken: fluent | Written: fluent), Swahili (Spoken: fluent | Written: fluent)