

AREA SALES REPRESENTATIVES

POSITION SNAPSHOT.

Location: Rwanda (Different Geographical areas)

Company: Bonjour Hygiene Products Ltd.

Gross Salary: 200,000 - 300,000 Rwf accompanied with Commissions and other Compensations (Transport and Airtime).

Full-time

POSITION SUMMARY.

Responsible for being a key point of contact for all Sales Operations related aspects (e.g. Field Sales, Distributors and Customers) within assigned geographical Area/Territory" and deliver set objectives/targets.

A DAY IN THE LIFE OF...

- Ensure achievement of agreed targets/KPIs for the assigned area
- Develop and Implement field sales plan for the assigned area
- Effectively manage distributors/customers and their operations in assigned area
- Responsible for the execution of the Channel Category plans at the POP (Point of Purchase)/Outlets as per the channel, area and category prioritization
- Responsible to provide quality and on-time information
- Ensure adherence to all Company principles and policies
- Coach, motivate and develop Distributor's and Bonjour's direct sales force
- Ensure continuous improvement using the Bonjour's Continuous Excellence (BCE) methodology

WHAT WILL MAKE YOU SUCCESSFUL?

- Bachelor's degree in Sales/Marketing or business related field
- 2-3 years marketing, and/or general sales work experience
- Demonstrated ability to lead and develop him/herself and the team
- Capacity to understand all sales functional areas i.e. Channel & Category Sales Development (CCSD), Customer relationship, Distribution handling
- Prior experience and being part of field sales team.

MODE OF APPLICATION:

Send your credentials i.e. Cover Letter, Detailed CV and a Copy of your qualification via info@bonjourhp.com, for more details call: +250785808985, +250788 700 675

