

**Title:** Direct Sales Consultant

**Location:** Nairobi, North Rift, South Rift, Mt. Kenya, Coast & Western

**Remuneration:** Commission based.

### **Job Purpose**

Will be responsible for acquisition and growth of sustainable Business.

### **KEY RESPONSIBILITIES**

- Selling Company Products and Services in order to ensure sustainable business growth
- Actively take part in sales activities organized by Company in order to acquire business.
- Offer excellent customer experience while interacting with customers on different payment channels.
- Gather feedback from customers on Company products & services and their experiences.
- Daily Sharing of business acquisition Reports
- Continuously seek to deepen knowledge on the companies offering and the industry trends

### **MINIMUM EXPERIENCE**

#### **1.1. Job Requirements**

- Must have a minimum Mean Grade of C plain in KCSE
- Experience in sales will be an added advantage
- Computer literacy – MS Office Suite
- Degree or Diploma in a business-related field from a recognized institution is added advantage.

#### **1.2. Experience, Skills & Personal Attributes:**

- Excellent communication skills both oral and written
- A confident person who is self-driven with strong interpersonal and negotiation skills.
- A person of integrity and with good negotiation skills.
- Ability to be an agent of change and Innovation with a strong desire to excel.
- Ability to deliver set business targets and service with minimum supervision.
- Flexible and willing to travel on short notice.
- Age: 20 years – 30 years

### **How to Apply**

To apply, please send your CV to [recruitment@ipayafrica.com](mailto:recruitment@ipayafrica.com) with the subject **Direct Sales Consultant – the region you are applying for.**