

WE ARE HIRING

JOIN OUR TEAM



1. JOB PURPOSE STATEMENT

Reporting to the Sales Executive, the **Direct Sales Consultants – Merchant Acquiring** will be responsible for acquisition and growth of sustainable Business to be posted in the following regions: -

- 1) **Coast Region**
- 2) **Mt. Kenya Region**

2. 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

3. MINIMUM EXPERIENCE

3.1. 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.

3.2. 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

A high level of personal integrity and adherence to high ethical standards are expected of you

To apply, send your CV to recruitment@ipayafrica.com with the subject: **Direct Sales Consultant – Region you are applying for**