

Sales Representative Job Vacancies at Mega Beverages Limited

About the job

Mega Beverages Limited is looking for a driven individual who is ready, to make a significant impact and an individual who is passionate about building an inclusive and diverse environment in a **Sales Representative role**. This is a unique opportunity to contribute to the growth of a forward-thinking company.

Key Responsibilities:

- Carry out sales route calls based on the Permanent Journey Plan
- Achieve targets by Stock Keeping Unit (SKU) for each customer in keeping with the overall tertiary sales target.
- Review targets at the end of each planned journey against actual achieved.
- Review and advise on product availability.
- Achieve all tertiary sales targets for all assigned SKUs through direct sales
- Ensure in-store implementation of merchandising and availability standards and cycle priorities.
- Ensure proper stock rotation with customers.
- Ensure proper storage of products.
- Ensure all customers in the territory are visited on a specified date.
- Develop and maintain good trade relations & cooperation throughout the region.
- Maintain all sales administration records in an up-to-date, accurate, and neat manner.
- Submit required reports on time.

Basic Requirements:

- B.A in Education with mathematical and analytical skills.
- Holder of Driving License Class C or E from a recognized Institute.
- Selling Skills
- Customer Service Skills
- Time Management skills
- Planning & Organizing skills
- Communication Skills (verbal & written)
- Computer literate, flexible team player and team builder, assertive and persuasive, and demonstrates high integrity.

How to Apply:

Applicants are invited to submit their CVs via hr@megabeverages.co.tz indicating the position applied for in the subject of the email.

The deadline for submission of the applications is **30th August 2024**.

Mega Beverages Limited is an equal opportunity employer and values diversity. We therefore do not discriminate against applicants because of, among others, their race, disability, religion or gender. All employment opportunities are decided based on qualifications, merit, and business need.

Please note that due to the high volume of applications received, only shortlisted candidates will be contacted.

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