

GRAVITYLIGHT



VACANCY NOTICE:

GravityLight Kenya Ltd
REGIONAL SALES MANAGER
Full Time

About Us:

GravityLight is an award-winning organization that designs and sells off-grid clean energy products. Our first solution is GravityLight, which provides instant light with the lift of a weight – no pre-charging needed. GravityLight has been developed as a clean, safe and reliable alternative to kerosene lamps.

We are currently introducing the product into Kenya through a nation-wide roadshow and are hiring 3 Regional Sales Managers to turn this demand into sales!

Reporting to the Country Operations Manager, the Regional Sales Manager will be responsible for carrying out sales, managing a team of field sales agents, providing customer service, special projects as well as inputting into the overall Route to Market strategy for GravityLight in Kenya.

Key Responsibilities

- Develop and direct a plan for sales that will make GravityLight the most recognisable lighting option to off-grid and under-electrified households.
- Develop and implement sales strategies for sustainably increasing market share.
Direct the Sales team under you, set sales targets, and motivate and support them to meet these through regular face to face training, coaching, and performance management meetings.
- Oversee local sales promotion of the brand and product in consultation with the Operations Manager.
- Collect, maintain and remit to the Nairobi Office data on sales and projections.
- Conduct continued local market research and analysis (market volume, identifying market needs, market competitive landscape, influencers etc.) to develop recommendations for your regional sales and marketing strategy.
- Identify and recommend partnerships with local distribution channels to maximize reach and impact.

Skills & Qualifications

The successful candidate should have the following skills and qualifications:

- Bachelor's degree in Sales or any other business relevant field
- Over 5 years sales experience with countrywide coverage
- Confident using MS Office and CRM systems
- Excellent verbal, written and presentation skills – Kiswahili and English
- Ability to lead, negotiate, solve problems, and adapt and to work well in fast-moving environment
- Driven to provide excellent customer service
- Management experience; ability to manage, coach and train others
- Be able to work independently, in diverse environments and on the move
- Have the right to work and live in Kenya

How to Apply

Send your CV and a cover letter on your interest in joining the GravityLight team and how you meet the above the criteria to recruitment@gravitylight.org

Please state your location on your application.

Apply today for a January start!

www.gravitylight.org