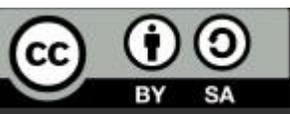


Accion Venture Lab

Job Description Bank



Role	Field Sales Rep
Title	Mathare Area Sales Associate
Company	Sanergy

Company Description

This is a solid description of a company which readers are unlikely to know of yet

Sanergy is an award-winning social venture that builds healthy, prosperous communities by making hygienic sanitation accessible and affordable in Africa's urban informal settlements. Our systems-based approach to solving the sanitation crisis involves five key steps: we build a dense network of franchised micro-entrepreneurs, who operate low-cost, high-quality waterless sanitation facilities – called Fresh Life – as small businesses. We provide critical support services – such as access to finance, business analytics, training, and marketing. We collect the waste regularly and safely remove it from the community. We convert the waste into valuable by-products, such as organic fertilizer and renewable energy. Finally, we sell the by-products to Kenyan farms.

Since November 2011, we have launched nearly 700 Fresh Life Toilets to a network of more than 300 Fresh Life Operators. We have collected and converted over 3,500 tons of waste. At the same time, we have built a team of over 200 people. For our work, we have been recognized by Fast Company as one of the 10 Most Innovative Companies in the World Doing Social Good and one of the 10 Most Innovative Companies in Africa.

Location

Nairobi, Kenya

Summary

The objective of this role is to expand our franchise network, by identifying and selling our product to local entrepreneurs who are interested in pursuing this sanitation business opportunity. The Mathare Area Sales Associate is responsible for selling Sanergy's Fresh Life Toilets in the communities of Mathare. You are responsible for the complete sales cycle – from generating leads to pursuing opportunities to closing deals.

Job Description

- Meet established sales targets, goals, and quotas
- Establish plans and strategies to expand the customer base in the assigned sales area
- Maintain contact with clients in the market area to ensure high levels of client satisfaction

- Work with consumer marketing team to maximize vertical expertise & knowledge sharing between the teams
- Undertake careful record keeping processes

Qualifications

Education

- Form 4 completed
- Fluent English and Kiswahili
- Knowledge and Skills
- Proven track record of success

Understandably, with more junior positions, fewer requirements are set out

Experience

- Strong sales experience (ideally 2+ years)
- Current or past residency in Mukuru

Skill sets

Personal Attributes

- Ability to effectively communicate at all levels
- Ability to build relationships
- Determined to succeed
- Outgoing and proactive

Role	Field Sales Rep
Title	Field Sales Rep
Company	Honey Care Africa

Company Description

Honey Care Africa has a rich history as a pioneer of both the honey industry in Africa and social enterprise in general. We have an exciting future as we lead Africa into the global honey market. Honey Care's purpose is pervasive in everything we do.

A more detailed description here could help the candidate understand better the company's objectives and growth stage

Location

Nairobi, Kenya

Summary

Job Description

- Conducting field sales of honey products.
- Selling honey products; meeting customer needs.
- Obtaining orders and making deliveries.
- Contribute to team effort by accomplishing related sales results as needed.

Qualifications

- Over 25 Years old
- Previous field sales experience

Skill sets

- Customer Service skills
- Closing & Negotiation Skills
- Motivation for Sales.

Very little detail is provided about requirements; this may indicate that interview will be a more important deciding factor