

HReade

<https://hreade.com/jobs/field-sales-operative-2/>

Field Sales Operative

Description

About Our Client

Our client is the West African distributor for an international manufacturer of premium professional and home appliances. They are looking to hire a Field Sales Operative for a full-time on-site position.

Job Title: Field Sales Operative

Location: Victoria Island, Lagos

Department: Domestic Sales

Reports To: Domestic Sales Manager

Job Summary

Directly responsible for generating income, and revenue, sourcing potential customers, and maximizing sales of the company's products or services.

Responsibilities

Essential Job Functions

- Drives the sales of the company's appliances by generating leads, establishing contact, and developing relationships with prospective clients.
- Identifies wholesale buyers such as real estate or property developers and pitches sales to them for upcoming projects.
- Maintains correspondence with existing and prospective clients by responding and following up with emails and phone calls.
- Delivers accurate product demonstration of the company's appliances to clients and educates clients about the benefits and features of appliances as required.
- Creates sales quotations for prospective buyers.
- Demonstrates effective negotiation and persuasion skills in convincing clients to make a sale.
- Identifies clients who are likely to purchase products and persuades them to attend demonstration classes e.g. cooking classes and laundry demonstration sections.
- Ensures product brochures are made and sent to clients to inform them of available products.
- Negotiates products' terms and conditions with clients.
- Coordinates with customer care unit to ensure seamless installation and commissioning of appliances.
- Follows up on client satisfaction after installation and purchase of appliances.
- Follows up with customer service team in resolving customer issues and ensures that feedback is provided to clients within 24 hours.

Hiring organization

HReade

Employment Type

Full-time

Experience

- 1 – 3 years of sales experience
- Proven track record of achieving sales targets and driving revenue growth
- Strong communication skills and personal branding

Job Location

Victoria Island, Lagos, Nigeria

Date posted

August 6, 2024

- Drives sales of care products and the company's accessories to clients.
- Persuades clients to purchase service plans.
- Responds to client's complaints during the one-year warranty period and escalates the challenges faced to the customer service team.
- Ensure all potential clients are brought to the showroom.

Qualifications**Work Experience:**

- 1 – 3 years of sales experience
- Proven track record of achieving sales targets and driving revenue growth
- Strong communication skills and personal branding

Education:

- Minimum of a bachelor's degree from a reputable institution
- Must have completed NYSC

Knowledge Requirements:

- Knowledge of sales techniques and strategies.

Please note that only shortlisted candidates will be contacted.