



(254) 740 313529 / (254) 704 201823
Milimani Busines Park , Jakaya Kikwete
rd, Nairobi

Job Title: Field Sales Agent - Consumer SaaS Software

Location: Kenya (Multiple Locations)

Employment Type: Full-Time / Part Time, Fixed Target Based Retainer and Commission-Based

Company Overview:

Jumuisha Limited is a leading provider of cutting-edge consumer SaaS software solutions that empower individuals and businesses to streamline their operations and enhance productivity. We are seeking dynamic and self-motivated Field Sales Agents to join our team in Kenya. If you are passionate about technology, sales, and have a proven track record of achieving sales targets, we invite you to apply and become a key part of our success story.

Job Description:

As a Field Sales Agent at Jumuisha Limited, you will be responsible for driving the growth of our consumer SaaS software products in the Kenyan market. Your primary focus will be on identifying and acquiring new customers while maintaining and expanding relationships with existing clients. This role offers an exciting combination of base retainer and commission-based earnings, providing you with the opportunity to significantly increase your income as you contribute to our company's success.

Key Responsibilities:

1. **Sales Prospecting:** Identify and target potential customers in your assigned territory through various means, including cold calling, networking, and referrals.
2. **Client Relationship Management:** Build and maintain strong, long-lasting customer relationships by understanding their needs, addressing inquiries, and providing exceptional customer service.
3. **Product Knowledge:** Develop a deep understanding of our consumer SaaS software products, their features, and benefits to effectively communicate



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their value proposition to potential customers.

4. **Sales Presentations:** Conduct product demonstrations and presentations to showcase the benefits and functionality of our software to prospective clients.
5. **Sales Negotiation:** Negotiate terms and agreements to close sales deals, ensuring they are mutually beneficial and align with company objectives.
6. **Sales Targets:** Consistently meet and exceed monthly and quarterly sales targets and objectives set by the company.
7. **Market Research:** Stay up-to-date with industry trends, competitor products, and market conditions to identify opportunities and threats.
8. **Reporting:** Maintain accurate records of sales activities, including sales calls, leads, and customer interactions, and provide regular reports to the sales manager.

Qualifications:

- Proven experience in field sales, preferably in the software or technology industry.
- Excellent communication and interpersonal skills.
- Strong negotiation and closing skills.
- Ability to work independently and as part of a team.
- Self-motivated with a results-oriented mindset.
- Familiarity with CRM software is a plus.

Compensation:

- Competitive base retainer and generous commission structure.
- Performance-based incentives and bonuses.
- Travel and communication allowances.
- Opportunities for career growth and advancement.

Location:

Nairobi, Kenya



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How to Apply:

If you are a driven and enthusiastic individual with a passion for sales and technology, we want to hear from you! Please submit your resume and a cover letter detailing your relevant experience and explaining why you are the ideal candidate for this position to info@jumuisha.com

Join Jumuisha Limited and embark on an exciting journey to help businesses and individuals succeed with our innovative consumer SaaS software solutions. We look forward to having you on our team!

Jumuisha Limited is an equal opportunity employer and welcomes applications from candidates of all backgrounds.