

POSITION: Sales & Distribution Agents (X3)

REPORTS TO: Head of Indirect Sales

OBJECTIVE OF THE POSITION

- Manage the field operations and steer the execution of sales plans to secure BTC products and services availability, visibility, recommendation.
- Ensure excellence in customer experience and in the performance of the direct and indirect channels in close interface with the Sales and Support Teams.
- Manage relationships with Regional Dealers, Sub-Dealers, Competitors/Runners and both Controlled and Non-Controlled Partners.

QUALIFICATION

- Diploma in Business Administration/Management or equivalent.

EXPERIENCE

- 2 years' experience in the channel management sphere in a fast-paced telecommunications environment.

LEGAL CERTIFICATION / PROFESSIONAL MEMBERSHIP

- Membership of a professional association will be an added advantage.