



JOB PROFILE FOR A HEAD OF SALES

Job Summary

Village Power offers a range of solar systems to our customers throughout Uganda. At Village Power we place a lot of focus on our customers; they are at the centre of everything we do: our products, our trainings, and our after sales service. A Head of Sales therefore plays a very important role of ensuring the company meets its sales targets by building and managing the sales work force with a clear understanding of the brand vision. The Head of Sales will be based in Kampala but occasionally have to travel to our district branches and other market hot spots.

Essential Duties and Responsibilities

Duties/Responsibilities (JD)

1. Ensure a customer driven sales organization
2. Increase sales per head
3. Build a countrywide sales & distribution organization
3. Drive profitability of Village Power Centers
4. Ensure delivery of sales & revenue targets
5. Continual training of all members of the sales team
6. Introduce new products to the market
6. Come up with sales strategies for different products and target groups
7. Contributing to all aspects of recruitment and selection for the sales department
9. Share insights on market trends as the basis for identifying, recommending and implementing improved selling and marketing strategies
10. Develop and manage systems, tools, and processes for the sales organization
11. Inform marketing campaigns
12. Always maintain a good corporate image of Village Power and any other relevant duties as assigned by Village Power management



Personal characteristics and skills

Requirements and Skills

1. A creative & strategic thinker
2. A confident and authoritative speaker
3. A vibrant personality
4. A high degree of self-motivation
5. A passion for selling and marketing
6. Organizational skills
7. Ability to communicate with people at all levels
8. Strong negotiation skills
9. Ability to inspire & motivate teams
10. An understanding of rural dynamics
11. An entrepreneurial spirit and a problem-solving attitude
12. Integrity
13. Working knowledge of local languages
14. Technical knowledge of solar products is an advantage
15. Computer proficiency (Microsoft applications, google applications, relevant sales tools)

Required Qualifications and Experience

- Minimum of an undergraduate degree
- Minimum of four years' work experience in a managerial position
- Experience working in a performance driven environment

If you meet the above criteria and believe you would be a valuable addition to our dynamic team, please send your resume to hr@village-power.ug