



A JOB PROFILE FOR A SALES REPRESENTATIVE

Type- Full Time

Base Salary- Ugx 400,000 net (Plus bonus for exceeding performance targets)

Locations of interest - Arua, Mubende, Sembabule, Gomba, Lwengo, Mukono, Mbarara, Lira, Tororo, Fort Portal, Jinja, Kampala (Only applicants who reside in these locations of interest should apply)

Job Summary

Village Power offers a range of Solar Home 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 Village Power Sales Representative plays the key role of making sales with a clear understanding of our brand vision and targets. A Sales Representative will be based in one of our district branches but travel extensively. They shall report directly to the Village Power Center Manager.

Essential Duties and Responsibilities

Duties/Responsibilities (JD)

1. Make sales to achieve targets as set by management
2. Conduct market sensitizations and trainings
4. Offer after sales service
5. Accurately capture the necessary data associated with all sales
6. 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 vibrant personality
2. A confident individual
3. A high degree of self-motivation
4. A passion for selling
5. A passion for rural electrification
6. Resilience and persistence
7. Ability to communicate well
8. Strong negotiation skills
9. A problem-solving attitude
10. Integrity
11. Working knowledge of local languages
12. Technical knowledge of solar products is an advantage
13. Working knowledge of computers and smart phones

Required Qualifications and Experience

- Minimum of an 'A' level certificate or a skill set and experience to match
- Work experience in a targets driven environment will be an advantage

Interested candidates should send their applications to hr@village-power.ug.