



Job Description

Sales Representative (Kingston & St. Catherine)

The Sales Representative will report directly to the Sales Manager, with the responsibility of soliciting business on the company's behalf by actively seeking out, soliciting and engaging potential and existing customers through exceptional communication, superb listening, effective product and price negotiation skills.

Key Competencies and Skills:

- Excellent communication, negotiation, selling and active listening skills
- Extremely motivated (intrinsically and extrinsically)
- Target and results-driven with a high drive to succeed
- Product and retail industry knowledge
- Business acumen skills
- Should be familiar with the retail or Fast-Moving Consumer Goods (FMGC) industry
- Excellent negotiation and persuasive skillsets
- Able to negotiate on terms and prices
- Strong emotional intelligence capabilities
- Relationship-building, networking and collaborative disposition
- Very organized with effective and efficient time management skills
- Positively competitive idiosyncrasies

Key Responsibilities:

- Is charged with retaining, developing, expanding, soliciting and engaging client accounts/portfolios
- Required to explain product features and present, promote and sell company's products using solid arguments to existing and prospective customers
- Must meet sales goals and targets
- Keep abreast on best practices and promotional trends
- Responding to customers' needs and queries
- Should be able to negotiate on terms and prices
- Responsible for presenting product sample boxes, collections and pictorial sheets to clients for order approvals, considerations and reviews

- Provides complete and appropriate solutions for every customer in order to boost revenue growth, profitability and acquisition levels
- Seek out and maintain positive business relationships to ensure future sales
- Will be required to process damaged goods upon store visits (i.e., writing off goods that have been damaged or expired)
- Supply the Sales Manager, the Managing Director, the Marketing Manager and the sales team with reports on customers' needs, problems, competitive activities and the potential for new products
- Will work closely and liaise with designated merchandiser/s to ensure goods are always present on the store shelves
- Maintains our store presence by constantly engaging with client stores, listening to their feedback and remedying their concerns
- Ensure frequent store visits to facilitate a positive business relationship between our client stores which in turn creates a competitive edge between our competitors
- Must be able to analyze market and industry trends, threats and potentials and communicate these to management

Job Specification and Qualification:

- At least five (5) CXC subjects including English, a business or numerical subject
- A Diploma would be an asset
- Proven experience as a Sales Representative for at least two (2) years
- A valid driver's license
- Must own a reliable motor vehicle

DISCLAIMER

- While this list is intended to be an accurate reflection of the current job, Everyday Value Jamaica Limited, reserves the right to revise the functions and duties of the job or to require additional or different tasks to be performed when circumstances change [i.e. disasters, emergencies, changes in personnel, work load, rush jobs, seasons of increased demands, changes in statutory or government regulations or technological developments].