

Ambitious Sales Representative Needed

Salary: Competitive Commission Package Offered, including allowances.

Location: Kampala District.

About AHM

We are an Organic Food Company specialising in the production of premium foods using quality organic ingredients, produced sustainably. Cereal making has been in our family for many years. Aunty-mo (the products' creator) has always been experimental with ingredients in house. We began commercial production of aunty-mo cereals in 2015. Since then, we have introduced a range other products to the market like our organic marmalade, and chilli sauce. We continue to lookout for amazing organic ingredients from which we can create more affordable yet healthy products for our customers.

As family business, we are a small passionate team dedicated to ensuring healthy nutrition is accessible to the many, and support sustainable organic farming in the process.

Aunty-Mo cereals have captivated our customer's taste buds; we have seen a steady surge in demand from all ages and backgrounds for our cereals and other foods. But don't just take our word for it. We invite you to one our tasting events where you can sample the range and learn more about us.

Responsibilities

- Prospect and qualify new sales leads
- Schedule meetings and presentations with prospects
- Create, plan, and deliver presentations on company products
- Track all sales activities at AHM using the sale online system and keep current by updating account information regularly
- Communicate customer and prospect product pain points to appropriate departments
- Maintain a well-developed pipeline of prospects
- Develop strong, ongoing relationships with prospects and customers
- Meet and/or exceed quotas
- Coordinate with other team members and departments to optimize the sales effort

Skills & Education required.

- Minimum Education is ' A - levels'
- Previous Business to Business sales experience
- Good communications skills
- Good with IT
- Excellent people skills able to build long lasting relationships
- Excellent teamwork

Application process

Send your CV and covering letter to 'ahm.hr@ahm.ug.' The covering letter must explain how you have met the above requirements previously.