natural extracts industries ltd
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SALES AGENT JOB DESCRIPTION

Natural Extracts Industries Ltd (NEI) is a fast growing social enterprise in Tanzania providing sustainable economic and environmental solutions for farmers. We count over 1,200 smallholder farmers in our agricultural network and we produce premium extracts like vanilla, orange, cacao, coffee and cinnamon used in baking, cooking and drinks.

We strive to provide farmers with an incremental revenue stream from vanilla farming in the Kilimanjaro, Arusha and Morogoro regions. Today, 100% of our profits go into growing our network of smallholder farmers to over 6,000.

We are looking for a Regional Sales Agent, driven to create real impact for our farmers though the sale of our products into supermarkets, commercial kitchens and gift shops.

The Sales Agent will be responsible for the following activities:

- Grow our customer base in high-end supermarkets, commercial kitchens and gift shops
- Prepare periodic sales reports showing activity, sales volume and forecasted sales
- Evaluate the sales strategy with the management team
- Provide complete customer information to the sales administration team
- Participate trade shows and other off site marketing events

The Sales Agent will have the following qualifications and competencies:

- Bachelor's degree or equivalent work experience
- Experience in selling into western focused marketplace (e.g., High End Supermarkets & Commercial Kitchens & Tourism Gift Shops)
- Ability to quickly identify decision makers and willing to ask for orders
- Ability to communicate clearly and effectively in both English and Swahili
- Ability to work in a multi-cultural environment and be sensitive to foreign culture
- Organizational skills to work in a fast paced environment
- Ability to work independently with limited supervision
- A passion for the food industry and social impact
- Ability to accommodate overnight travel as needed

This is an independent contractor position with rapid advancement available to agents that demonstrate commitment to the core values of NEI. Commissions are paid monthly and a stipend is available to cover airtime and travel costs.

If you would like to be involved, please send an email to us at hr@nei-ltd.com with your name and SALES AGENT in the reference line, please your CV and a letter that tells us about your sales experience and interest in joining NEI.