



<https://www.fineformconsultancy.com/job/sales-manager/>

## Sales Manager

### Description

Our client in the Fast Moving Consumer Goods (FMCG) industry is looking for a dynamic and results-driven **Sales Manager** to join their team in Kitwe. The ideal candidate will lead a team of Sales and Distribution Representatives and be responsible for achieving business sales goals and revenues.

### Responsibilities

- Lead, coach, and motivate a sales team to achieve revenue targets.
- Achieve overall sales growth and meet set performance goals.
- Design and implement strategic business plans to expand the customer base.
- Build and maintain long-term customer relationships through value-based partnership.
- Manage and support distributors to ensure effective market coverage.
- Analyze market trends and competitor activity to inform sales strategy.
- Identify and pursue new business development opportunities.
- Estimate, negotiate, and quote prices, credit terms, and delivery schedules.
- Ensure timely and complete delivery of products to customers.
- Prepare budgets, reports, and sales records to track productivity and efficiency.
- Present sales performance and forecasts to management.
- Coordinate transportation and logistics for product distribution.

### Qualifications

- Grade 12 Certificate
- Bachelor's degree in Marketing, Economics, Business Administration, or related field
- Valid Driver's License (Minimum 2 years)
- At least 5 years' experience in a similar sales role

### Hiring organization

FINEFORM CONSULTANCY

### Employment Type

Full-time

### Beginning of employment

1st August 2025

### Industry

Fast Moving Consumer Goods (FMCG)

### Job Location

Kitwe, Copperbelt Province, Zambia

### Date posted

July 17, 2025

### Deadline

31.07.2025

**Personal Attributes**

- Computer literate (MS Word, Excel, PowerPoint)
- Excellent selling and negotiation skills
- Strong leadership and team management abilities
- Innovative and proactive problem-solver
- Professional, ethical, and self-motivated
- Effective verbal and written communicator
- Strong judgment and decision-making capabilities
- Business-savvy with a results-driven mindset

**Contacts**

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