



VACANCY ANNOUNCEMENT

Job title: National Sales & Distribution Manager- Digicash

Location: Juba, South Sudan

Reports to: Chief Operations Manager

Job Legibility: ONLY SOUTH SUDANESE NATIONALS



Digicash is a mobile payment solution provided by **Digitel Holdings**, the parent company of Digitel, the fastest growing mobile network operator in South Sudan.

Digicash is built on the principle that every resident of South Sudan must be able to participate and thrive in a cashless economy. To achieve this objective, Digicash has built a payment solution that allows consumers and businesses to make and receive payments in a cashless manner.

A. The Role

Digicash is looking for a **Sales and Distribution Manager** who will oversee the entire Digicash sales operations in South Sudan, ensuring all activities are executed in line with the best practices.

The successful candidate will establish, coordinate, and direct the Sales and distribution strategies to ensure the achievement of Digicash objectives. The successful candidate will be charged with ensuring consistent, profitable growth in sales. He/she will manage and control the sales resources to achieve Digicash sales objectives

B. Specific Responsibilities/Activities

1. Strategic management

- Formulate and manage implementation of Digicash Sales Strategy.
- Recruitment and retention of customers, agents and other partners in the Digicash payment ecosystem.



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2. Digicash Brand Management

- Formulate, effectively monitor and control Digicash branding and merchandising standards in the market.

3. Agent, partners, Call Centre and Service Centres administrative support

- Oversee the administrative support of the entire Digicash Ecosystem.
- Be in charge of customer experience.
- Formulate and maintain effective relationships with Agents, Key Accounts, Corporates and Suppliers.

4. Resource Management

- Effectively manage staff and resources allocated.
- Conduct monitoring of staff performance.

5. Quality Digicash Sales Management

- Effectively monitor and control sales routines by sales team.
- Create regional sales plans and quotas in alignment with business objectives.
- Provide support to sales team and sales initiatives.

6. Reporting

- Prepare and submit timely periodic analytics for customer registration and transactions.
- Prepare and submit timely periodic analytics for Agents and Merchants, recruitments and transactions.
- Provide feedback on issues and trends on the ground affecting Agents, Merchants & other partners functions.

C. Qualifications & Skills/Competencies required

1. Qualifications

- A relevant business-related degree from a recognized university.
- Additional professional/advanced qualifications are an added advantage
- Intermediate knowledge of business finance principals is essential





- 5+ years hands on experience in a sales distribution management section in a Fast-Moving Consumer Good (FMCG) or service sector, of which 2 years MUST have been in a sales management position
- Highly results and performance oriented
- Attracting and developing talent
- Building and maintaining relationships
- Excellent team player with good leadership/mentoring/management skills
- Developing external partnerships and strategic alliances
- Excellent negotiation/influencing and presentation skills

2. Skills & competencies required

- Providing solution to problems occurring countrywide
- Appraising the market, staff and agents, evaluating their performance and initiating development initiatives where necessary to support staff and/or dealer growth
- Reviewing and evaluating the performance of all sales activities by the area sales staff, agents to ensure attainment of sales targets
- Influencing agents to improve their approach to maximise on revenue
- Planning all Digicash sales activities
- Analyzing Digicash sales issues arising in the company and providing solutions
- Making strategic decisions within the Digicash sales unit and escalating critical decisions to the Chief Operations Manager- Digicash
- Assessing and evaluating the performance of Digicash Sales initiatives implemented in the company
- Integrating information received from various sources to enhance performance.





3. Computer Skills required

- Ms Word - Intermediate
- Ms Excel - Advanced
- Ms Powerpoint – Advanced

Application Process

If interesting in this job, please send a cover letter and CV to info@digicashss.com

before close of business on 10th November, 2023.

NB Female SOUTH SUDANESE candidates are strongly encouraged to apply.



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