

## Job Vacancy



**JOB TITLE:** DIRECT SALES REPRESENTATIVE (DSR)  
**REPORTING TO:** COUNTRY HUMAN CAPITAL LEAD  
**LOCATION:** JUBA, SOUTH SUDAN  
**CONTRACT TYPE:** COMMISSION BASED



### Who We are.

**ShimaHR Consultants Limited** is a Human Resource Consulting and Outsourcing Company that partners with Aid agencies, Corporates, NGOs and Government institutions in the Eastern Africa Region by providing cost effective and innovative Human Capital Solutions.

### About the Role.

Are you passionate about selling and have an active ability to offer solutions to customers' challenges understanding them and listening to their needs? If you fit this description, then ShimaHR Consultants Limited "The Leading HR Consultancy firm in South Sudan" presents an opportunity for you to stand out, discover your niche and redefine your career path in the Sales and Marketing industry.

We are looking for highly energized and result driven individuals who are self-starters, passionate and have flair for sales, to push for the adoption of the Services ShimaHR offers to existing and potential customers. The DSR will play a crucial role in generating new business opportunities and driving sales growth.

### Key Responsibilities.

- Identifying and prospecting potential clients through various channels, including cold calling, networking events, and social media platforms.
- Building and maintaining relationships with existing clients, ensuring their satisfaction and identifying opportunities for up-selling and cross-selling.
- Conducting sales presentations and product demonstrations to prospective clients, highlighting the features and benefits of ShimaHR's consultancy services.
- Negotiating and closing sales deals to meet or exceed monthly and quarterly sales targets.
- Collaborating with the sales team and other departments to develop effective sales strategies, marketing campaigns, and promotional events.
- Keeping up-to-date with industry trends, competitive landscapes, and market insights to capitalize on business opportunities.
- Providing exceptional customer service and addressing client inquiries and concerns in a timely and professional manner.
- Maintaining accurate records of sales activities, client interactions, and sales pipelines.
- Participating in regular sales meetings, training sessions, and professional development opportunities to enhance sales skills and product knowledge.

### Skills, Competencies and Experience.

The successful candidate will be required to have the following skills and competencies:

- A Diploma in Business Administration, Sales, Marketing, or a related field is preferred.
- Proven experience in Direct Sales, preferably in the HR consulting or services sector.
- Strong sales and negotiation skills, with a track record of meeting or exceeding sales targets.
- Excellent interpersonal and communication abilities to effectively engage with clients and build lasting relationships.
- Self-motivated and results-driven, with the ability to work independently and as part of a team.
- Proficiency in using MS Office and other related sales tools.

### How to Apply.

If you possess the required qualifications and are passionate about driving sales success in the HR consultancy industry, we would love to hear from you. To apply for this position, please submit your updated CV and a cover letter explaining your interest and suitability for the role to [jobs@shimahr.com](mailto:jobs@shimahr.com) on or before Friday **22<sup>nd</sup> September 2023**.

Clearly indicate the Job reference No. **VAC07/2023 - DIRECT SALES REPRESENTATIVE** on the subject line of your email.

**Only shortlisted candidates will be contacted.**

