



Job Description

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Job Title Corporate Dealer Sales Supervisor - Uganda	Job Location Kampala	Category -
Job Type Full Time	Job level Intermediate	Industry -
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry -
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

We are seeking a proactive and results-driven Corporate Dealer Sales Supervisor – Device Financing to manage and grow our dealer network specifically cooperate companies which are Telecom companies like Vodacom, Airtel, Halotel and Yas. This role is responsible for driving sales through third-party dealers with a focus on promoting and managing device financing schemes. The ideal candidate will have experience in telecom, consumer electronics, or financial products, particularly with installment or credit-based sales models.

Responsibilities

1. Dealer & Channel Management

- Supervise and support a network of Telecom Dealers and their stores/shops offering device financing options.
- Ensure dealer compliance with company policies, pricing structures, and financing programs.
- Regularly visit dealer locations to assess performance, provide training, and resolve issues.

2. Sales Performance

- Achieve monthly and quarterly sales targets related to device sales and financing activations.
- Monitor KPIs, including conversion rates on financed sales, repayment success, and dealer ROI.
- Analyze sales data and generate actionable insights to improve dealer performance.

3. Financing Program Oversight

- Coordinate with financial institutions or in-house credit teams to facilitate smooth financing approval and disbursement processes.
- Educate dealers and their staff on financing schemes, eligibility criteria, and application processes.
- Address customer or dealer escalations related to financing applications, approvals, or defaults.

4. Training & Development

- Conduct regular product and financing training sessions for dealers and field sales staff.
- Guide dealers on best practices in selling devices through financing options.
- Onboard new dealers, ensuring alignment with business objectives and compliance requirements.

5. Reporting & Compliance

- Maintain accurate records of financed sales, dealer performance, and customer feedback.

- Ensure all activities align with regulatory requirements, data privacy, and credit guidelines.
- Submit weekly and monthly reports to management on dealer performance and financing KPIs.

Education & Qualifications

- Bachelor's degree in Business, Marketing, Finance, or related field.
- Knowledge of credit scoring systems and financing platforms.
- Regional language fluency (if applicable to location).
- Ability to work with Partnership relations
- B2B experience is an added Value.

Requirements

- 3–5 years of experience in channel sales, preferably in telecom, fintech, or consumer electronics.
- Familiarity with device financing models, credit risk, and sales operations.
- Proficient in MS Office and CRM tools.

Characteristics

- Strong analytical skills with the ability to use data to drive decisions.
- Excellent communication, negotiation, and interpersonal skills.

Driving Licence

Not Required

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