



Sales Officer Position

Location: Kitgum Municipality

Reports to: Business Development Manager

Contract Type: Full-time Contract

1.0. Job Purpose

The Sales Officer is responsible for promoting, marketing, and selling Pii-Maleng products to communities, businesses, and institutions across Water Access Consulting (WAC) operations in Northern Uganda and South Sudan. The role involves identifying market opportunities, building customer relationships, and driving sales while ensuring that water, sanitation and hygiene (WaSH) practices are adhered to within our communities.

2.0. Key Responsibilities

2.1. Sales & Business Development

- i. Develop and execute Pii-Maleng sales strategy.
- ii. Identify potential customers, including households, businesses, and government institutions and ensure they thoroughly understand WAC products and services.
- iii. Conduct market research to assess demand, pricing, and competition for similar WAC WASH products and services.
- iv. Generate and follow through leads, negotiate and close sales, ensuring customer satisfaction and long-term relationships.
- v. Prepare and present sales reports, forecasts, and market trends to management in a timely manner.

2.2. Community Engagement & Awareness

- i. Conduct WaSH awareness campaigns to educate communities on the importance of safe water, sanitation, and hygiene.
- ii. Organize and participate in local events, workshops, and business demonstrations to promote Pii-Maleng solutions.
- iii. Work with community leaders, private sectors, and local governments to create demand for and increase adoption of Pii-Maleng products.
- iv. Provide customers with guidance on the proper use, maintenance, and benefits of Pii-Maleng products.
- v. Offer after-sales support, including troubleshooting and customer feedback collection.
- vi. Collaborate with technical and support teams to ensure Pii-Maleng solutions meet quality and regulatory standards.

2.3. Collaboration & Reporting

- i. Work closely with technical and support teams to ensure smooth delivery of products and services to customers.
- ii. Maintain accurate customer interactions, sales transactions, and product inventory records.
- iii. Prepare reports and updates for management on sales performance and customer insights.

3.0. Qualifications & Experience

- i. Bachelor's degree or diploma in Sales, Marketing, Public Health, Business Administration, or a related field.
- ii. Experience in sales, particularly in WASH or community-based products.
- iii. Strong understanding of water, sanitation, and hygiene principles.
- iv. Previous experience working with communities and social enterprises is an advantage.

3.1. Skills & Competencies

- i. Excellent communication, negotiation, and persuasion skills.
- ii. Ability to engage with diverse stakeholders, including local communities and decision-makers.
- iii. Strong problem-solving skills and ability to work independently.
- iv. Proficiency in Microsoft Office (Word, Excel, PowerPoint) and sales software.
- v. Willingness to travel frequently to field locations.

3.2. Preferred Requirements

- i. Knowledge of local languages and cultural contexts.
- ii. Experience in social marketing or behaviour change communication related to WASH.

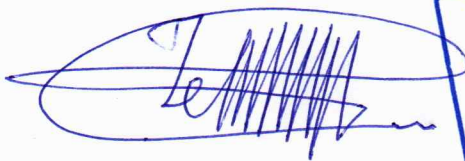
4.0. How to Apply:

To apply, please send your CV and a cover letter outlining your relevant experience and explaining why you would be an excellent fit for this position to:

The Human Resource Assistant,
Water Access Consulting, Chua Road Kitgum Municipality.
P. O. Box 360821, Gulu Uganda.
Email: info@wateraccessconsulting.com

Applications must be submitted by March 7, 2025, at 5:00 pm. **Late applications will not be accepted.**

Signed on the: **February 18, 2025**



Note: WAC does not charge fees at any stage of the recruitment process. We do not welcome third-party solicitation, as this will automatically disqualify the applicant.