

Exciting Job Opportunity

Hima Cement Ltd. is a subsidiary of Bamburi Cement Ltd. which is a member of the LafargeHolcim Group. LafargeHolcim is the leading producer of building materials in the world. At Hima Cement, our Vision is "To be the preferred provider of cement and concrete based building solutions in East Africa with a strong focus on customer experience."

Hima Cement works with all actors in the building and construction industry in Uganda – manufacturing and supplying a wide range of building and construction solutions designed to meet housing and construction needs from small projects like individual home buildings to major construction and infrastructure projects. Whether supplying high-quality cement to a craftsman or helping leading architects explore and deliver creative possibilities, Hima is committed to providing solutions that fit the needs of all its clients.

In order to achieve the above objectives, Hima Cement seeks to recruit a motivated and competent Sales Representative as indicated below;

Job Title	: Sales Representative
Vacancy Code	: SREX01
Reporting line	: Regional Territory Manager
Duration	: Full time
Duty Station	: Eastern Uganda

Job Summary

The job exists to enable the Company to meet its strategic objective of growing Sales in the Retail Market, Improving Penetration at the Retail & End User Counters. The job holder is assigned an area and is responsible for growing the regional clientele profile by opening new customer accounts, generating sales orders, and conducting regular market intelligence analysis and customer service excellence.

Key Duties and Responsibilities

- Delivery of weekly and monthly volume targets in the area of best effort.
- Collecting and compiling market statistics on selling/buying prices, stock/purchase levels, brand availability/market share and source of supply.
- Analysing trends/ variances through preparation of weekly reports. Monthly review of performance and initiation of corrective action
- Implementation of required plans at retail level.eg Poster/signage delivery, price communication, etc.

- Identify customer needs; document customer complaints and follow up resolution of retailer complaints.
- Receive customer orders, and ensure timely collection of dues.
- Recommend setting up of distribution networks/ acquisition of retailers
- Participate in forecasts and sales plan preparation in area of best effort
- Establish and ensure maintenance of good relations with retail customers
- Other special assignments that will be assigned in the area of best effort.

Required qualifications skills, attributes and experience.

Educational Requirements and desired Experience.

- Bachelors degree in a business related course from a recognised university.
- Must have related work experience in a similar busy work environment for at least 3 years
- Knowledge of local languages (Luganda, Lusoga, Lugisu, Iteso, Kiswahili etc) will be an added advantage as it will ease communication with retailers and traders

Other Technical & Job Related Skills

- Report writing skills
- Basic computer skills and knowledge of excel and Microsoft word.
- Good Analytical skills (able to understand basic profit & loss calculations)
- Must be an excellent face-to-face and telephone communicator

Profile & Personal Qualities

- Self-driven, results oriented.
- Able to plan and prioritise
- Comfortable dealing with people and a good listener
- Reliable, tolerant & determined
- Able to work extended hours when required
- Good verbal communication skills

How to apply;

Hima cement will offer a competitive remuneration package to the successful candidate. Candidates that know that they meet the above criteria and have what it takes to excel in the above position, please send their CVs, which should include details of email address (if any), present position, current remuneration, Certificate/testimonials and address of three (3) Referees plus telephone contact to the stipulated email address not later than 15th June , 2022. *(Email your application and CV to career.applications.hima@lafarge.com and let's save the environment).*

Key Notes:

- 1. Hima Cement Limited is an equal opportunity employer and does not charge a recruitment fee or any other fees at any stage of the recruitment process*
- 2. Make sure that your application letter, CV and certificates are attached as one document*
- 3. Indicate the Vacancy Code as the subject for your email*
- 4. Only shortlisted candidates will be contacted*
- 5. Any form of canvassing will lead to automatic disqualification.*

The Human Resource Manager – Corporate

Namanve Industrial Park – Kampala

P.O Box 7230 Kampala