



Position: Sales Associate, Uganda

About Us:

Impact Water is a for-profit, social enterprise dedicated to providing safe drinking water solutions at scale. We sell high-performing water purification systems to social institutions (like schools, hospitals and health clinics) as well as private businesses, often with zero-interest financing so that providing safe, great tasting drinking water to students, patients and employees is easier than ever.

Job Description:

We seek skilled sales people to join our team and grow with our winning organization. The Sales Associate position requires a creative and flexible candidate with excellent communications and problem-solving skills. Ideal candidates will have experience in sales and distribution of clean home energy products.

Specific position responsibilities include:

- Achieve monthly sales quotas
- Create and manage leads at pace with stated company objectives
- Understand and articulate product benefits in dynamic and compelling ways
- Represent Impact Water professionally and with integrity at all times
- Demonstrate leadership and the potential to assume higher levels of responsibility over time

Qualifications and Experience:

- A university degree is required, preferably in business
- 1+ years of sales experience
- Fluency in both written and spoken English
- Demonstrated quantitative and analytical skills (e.g. basic Excel)
- Experience selling water purification devices, large scale solar systems (household and institutional), or other institutional energy goods strongly preferred

Sales Associates are required to come to Impact Water's Kampala office located in Muyenga typically once per week but otherwise expected to be in the field Monday to Friday, every week. Sales Associates report to the Country Manager. This is a contract position with the possibility of renewal and/or full-time work in the future.

Compensation:

Competitive compensation will be offered in the form of a minimal base salary, standard benefits and an aggressive monthly commission schedule based on performance.

How to Apply:

Applicants should send a short cover letter and resume to jobs@impactcarbon.org *. Please highlight your relevant experience. Please use the subject "Sales Associate" in all e-mail correspondence. No phone calls please. Applications will be reviewed on a rolling basis. Application window will close January 23 2015 or sooner.

**note: Impact Carbon is Impact Water's parent company and this recruitment is managed by Impact Carbon*