

## **DloHaiti is seeking a Sales Coordinator**

### **Company background:**

dloHaiti Operations S.A. is a for-profit venture providing safe drinking water to Haitian consumers in underserved areas in Haiti. Potable water in our target markets is mostly provided through a business model where water is purified centrally and delivered by trucks to customers, often with water storage kiosks as an intermediary. This is inefficient, costly, and a poor model for serving peri-urban and rural areas.

dloHaiti seeks to improve this business model in Haiti, lowering costs, improving water quality, and delivering services that increase convenience and access. Initial target markets are under-served communities where customers pay high prices for drinking water due to poor or uneconomical access by water trucks. More can be found at [www.dlohaiti.com](http://www.dlohaiti.com)

### **The Opportunity:**

This is an opportunity to work with passionate, hands-on entrepreneurs to create a market-driven approach addressing difficult social issues. dloHaiti is a commercial business, not an NGO. However, given the focus on providing safe water, it is an opportunity to make a significant, positive impact on the health and lives of Haitians while applying proven business practices and strategies. Prominent global investors who have a long-term commitment to Haiti support the company.

### **Job Responsibilities and Selection Criteria**

The Sales Coordinator for dloHaiti will be responsible for managing the sales team, developing business plans revenue and enhance expense controls, meeting agreed targets and monitor performance of sales representatives in the field on a regular basis. The principal areas of responsibility are as follow:

- Responsible for monitoring the performance of the sales team by establishing a system of reports and communications involving sales reports and cyclical sales meetings.
- Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.
- Responsible of reviewing progress of sales roles throughout the company
- Coordinates proper company resources to ensure efficient and stable sales results.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Develop policy and standards in order to maintain existing customers and find new ones
- Maintains sales staff by orienting and training employees.

### **Job Requirements**

1. A minimum of a Bachelor Degree in Sales or Marketing
2. At least three years' experience in sales management
3. Strong communication skills
4. Abilities to interact with clients and solve their problems
5. Being able for handling complex issues regarding complaints of sold products.

### **How to Apply**

For further details or to apply, send your resume to [careers@dlohaiti.com](mailto:careers@dlohaiti.com) including a resume and copy of diplomas and a motivation letter.

Applications will be accepted until **July 10<sup>th</sup>, 2015** and interviews for this position will be held during the whole recruitment process.