



BNSL Limited is a world class authority on vitamins, minerals, and nutraceutical. The company manufactures and distributes its own brand of nutrient-enriched premixes and veterinary drugs using current Good Manufacturing Practices (cGMP).

We are looking for Sales Representatives to be responsible for generating leads and meeting sales goals. Duties will include sales presentations and product demonstrations, as well as expanding the distribution chain of the distributors in the assigned State of coverage.

The desired candidates must have a deep understanding of the sales process and dynamics, with great interpersonal skills. Previous experience in a sales role, especially in the area of food supplements and veterinary drugs, is an advantage. The desired sales representative will report to the Technical Sales Director furnishing weekly call reports and any other reports that will be required during the course of work.

Sales Representatives are being sought in the following states across Nigeria:

(1) Adamawa State (2) Benue State (3) Borno State (4) Cross River State (5) Bauchi State (6) Bayelsa State (7) Abia State (8) Ebonyi State (9) Ekiti State (10) Gombe State (11) Imo State (12) Jigawa State (13) Kano State (14) Katsina State (15) Kebbi State (16) Kogi State (17) Kwara State (18) Nasarawa State (19) Niger State (20) Ogun State (21) Ondo State (22) Osun State (23) Rivers State (24) Sokoto State (25) Taraba State (26) Yobe State

Sales Representative Responsibilities:

- Meeting and exceeding sales goals.
- Distributing BNSL products on behalf of distributors in the assigned State of coverage
- Generating new customers for the distributors in order to improve the distribution chain of BNSL products
- Maintaining sales ledger accounts with distributors, which must be reconciled weekly

- Periodic stock taking with distributors in the assigned State of coverage
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Obtaining deposits and balance of payment from clients.
- Assisting distributors in processing sales orders
- Visiting customers and potential customers to evaluate needs or promote products and services.

Sales Representative Requirements:

- BSC or HND in business, marketing, economics or related field.
- Experience in sales, especially in the food supplement and veterinary drugs field
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and distributors.
- Competency in Microsoft applications including Word, Excel, and Outlook.
- Able to work comfortably in a fast paced environment.

Interested candidates should send their CVs and Cover Letters to tobute@bnsi.ng. Shortlisted candidates will be notified via email.