



Off Gilgil – Nyahururu Road
Opposite Ol'kalou Hospital
P.O. Box, 603-20303, Ol'Kalou.

+254 743 514 536
Info@olkaloudairy.co.ke
www.olkaloudairy.co.ke

JOB DESCRIPTION

Position Title: SALES PERSON (1 POST)
Department: SALES AND MARKETING
Reports To: SALES & MARKETING SUPERVISOR

QUALIFICATIONS / EXPERIENCE / KNOWLEDGE

- Diploma in Sales and marketing or any related field.
- Strong proven record of accomplishment of sales and marketing exposure in fast moving consuming goods (FMCG).
- Experience in the dairy industry specifically sales and marketing of Pasteurized milk and Yoghurt is an added advantage.
- Hands on experience of sales, merchandising and promotional activities.
- Should be proficient in Microsoft Office Suite.
- Minimum experience of 2 years in marketing/sales and distribution.
- In possession of a Valid driving license.

ROLES AND RESPONSIBILITIES

- Promote and market the Society's yoghurt products within the assigned sales regions to increase product visibility and customer uptake.
- Drive yoghurt sales growth by achieving and surpassing daily, weekly, and monthly sales targets set by management.
- Identify, recruit, and onboard new customers, distributors and retailers to expand market penetration.
- Collect, verify, and submit customer orders accurately and within the required timelines.
- Conduct regular market visits to retail outlets, institutions, wholesalers, and other potential customers to promote yoghurt products and strengthen business relationships.
- Monitor stock levels at customer outlets and follow up on replenishment orders to prevent stock shortages.
- Coordinate with dispatch, logistics, and finance departments to ensure timely product delivery and efficient collection of payments.
- Build and maintain strong customer relationships by addressing customer concerns, handling feedback, and ensuring high levels of customer satisfaction



Application Process

To apply, please submit your CV and a cover letter detailing your relevant experience by 5th June 2026 to info@olkaloudairy.co.ke, or by hand delivery with the subject line "Sales Person application. Only shortlisted candidates will be contacted.