

TRACE TROOPS ACTIVATION COORDINATORS AND TRACE TROOPS LIFESTYLE DEALERS RECRUITMENT TERMS AND CONDITIONS

Trace mobile will engage on a drive to recruit 6x trace troops activations agents, as well as 6x trace troops lifestyle agents who will effectively serve as direct sales agents for trace mobile. The trace troops activations specialists will mainly be responsible for sales during events and activations, and lifestyle dealer agents will serve as account managers and growing the lifestyle dealer network.

Both positions are to be remunerated on a commission structure which includes: a basic salary component, tiered commission structure, plus a payable bonus component, earning up to R15 000 for the total remuneration package.

RECRUITMENT MECHANICS:

1. Applicants will be required to submit a 30 second video recording describing why they are the best candidate and how they #NeverExpire.
2. Applicants must be between 21 and 30 years of age.
3. Applicants must be in possession of minimum a matric certificate.
4. Videos must be uploaded on www.tracemobile.co.za
5. Submissions close on 23:59 on 19 may 2019.
6. Shortlisted candidates will be contacted telephonically , and invited to interview sessions, which will include role plays, thereafter a final selection will be made.
7. The successful candidates will then be made the offer of a month to month contract, valid for 6 months, that can lead to a permanent contract, based on commission.

JOB SPECIFICATIONS

TRACE Troops - Activations and Events Coordinator :

Job Overview:

This is a support position in which you will be assisting in events and activations. You will be handling the RICA process to get subscribers on our network, selling of our sim card, promoting of our app and lifestyle rewards.

Responsibilities:

- Selling and promoting the Trace Mobile sim card and the brand to quality subscribers that will stay on the network.
- Working at Trace Mobile activations and events and getting quality customers that will stay on the network.
- Getting potential subscribers to port to our network.
- Promoting and getting subscribers to download the Trace Mobile app so as to access our lifestyle rewards.
- Sourcing activation space where we will be able to activate and get subscribers to sign up to our network.
- Conceptualising activations.
- Recommend spaces where Trace can get in and do activations and brand awareness.

- Report on campaigns that work, those that have not work and work with the activations manager to find solutions.
- Optimise resources given to you by Trace Mobile to ensure we get more subscribers.

Requirements:

- Matric certificate
- Drivers licence
- Promotions experience
- Sales and marketing experience

TRACE Troops - LifeStyle Dealers

The TRACE Troops LifeStyle Dealer will report to the Head of Business Development and Distribution.

Job Overview:

The TRACE Troops - LifeStyle Dealer will be responsible for increasing the TRACE Mobile distribution footprint by identifying key independent lifestyle retailers in target areas to partner with TRACE Mobile in the distribution of SIM and recharge. The purpose is to identify, approach, sell, onboard and service new lifestyle dealers, managing the relationship and increasing customer acquisitions through the channel.

Responsibilities and Duties:

- Identify, approach, sell, onboard and service new lifestyle dealers
- Manage the relationship with lifestyle dealers after the initial onboarding via a fixed call cycle visit schedule
- Ensure collateral is up and visible in stores and that SIM stock is available and on display
- Assist lifestyle dealers with customer queries
- Sign up at least 10 new lifestyle dealers per month
- Represent the TRACE brand well in all interactions with customers and potential customers
- Provide initial training upon sign up and refresher training on visits
- Assist lifestyle dealer in achieving their SIM RICA and recharge targets

Requirements:

- Matric Minimum

Working Hours:

- Mon - Fri - 08:00 - 17:00
- Sat - 08:00 - 13:00

Availability: Immediate

Remuneration: R2500 basic + commission up to R12500 per month

Skills & Personal Characteristics:

- Verbal and written communication skills
- Numeracy skills
- Strong work ethic
- Enthusiastic
- Resilient
- Reliable
- Disciplined
- Confident
- Persuasive