



JOIN THE HIVE

CAREERS AT PLUMBEE

REGIONAL SALES REPRESENTATIVE

LOCATION

Kenya — Regional Travel

EMPLOYMENT TYPE

Full Time

Build strong distributor and retail relationships, grow regional availability and help more families find Plumbee products.

PLUMBEE

ABOUT PLUMBEE

Plumbee is a Kenyan child-nutrition company creating trusted food for growing children, from first foods to school days. We work with locally relevant ingredients, thoughtful nutrition and strong distribution partnerships to help make quality children's food more accessible to families and communities.

PLUMBEE

THE ROLE

We are looking for a commercially minded Regional Sales Representative to help grow the availability of Plumbee products across assigned markets. The role will focus on building and maintaining strong relationships with distributors, retailers, institutions and other relevant trade partners. The successful candidate will be comfortable spending time in the market, developing relationships, identifying growth opportunities and turning commercial plans into practical sales activity.

PLUMBEE

KEY RESPONSIBILITIES

- Develop and maintain relationships with distributors, retailers and relevant trade partners.
- Grow Plumbee product availability across assigned territories.
- Identify and develop new sales opportunities.
- Support distributor performance and market execution.
- Conduct regular market visits.
- Build strong relationships with existing customers.
- Identify potential new retail and institutional customers.
- Support product launches and promotional activities.
- Monitor product availability and visibility in the market.
- Collect useful customer and market feedback.
- Track sales activity and provide regular reports.
- Work closely with the Plumbee team to achieve regional growth priorities.
- Represent Plumbee professionally in the market.

PLUMBEE

WHAT WE ARE LOOKING FOR

- Previous experience in sales, distribution, FMCG, food, retail or a related commercial role.
- Strong relationship-building skills.
- Confident communication and negotiation ability.
- Ability to work independently in the field.
- Good understanding of retail and distributor environments.
- Organised and comfortable managing multiple customer relationships.
- Results-oriented and practical.
- Comfortable with regional travel.
- Strong integrity and professionalism.
- Interest in building a growing Kenyan consumer brand.
- Experience selling food or FMCG products is an advantage.

PLUMBEE

WHAT SUCCESS LOOKS LIKE

- More customers can find Plumbee products.
- Distributor and retailer relationships are strong.
- Assigned markets continue to grow.
- Product availability and market presence improve.
- Commercial opportunities are identified and acted upon consistently.

HOW TO APPLY

Send:

- Your CV
- A short note explaining your relevant experience and why you are interested in the role

to:

people@plumbee.africa

Email subject: **Application — Regional Sales Representative**

Please include your current location and availability to start.

Only shortlisted candidates will be contacted.

PLUMBEE

EQUAL OPPORTUNITY

Plumbee values capable, thoughtful people from different backgrounds and encourages qualified candidates to apply.