

## *INTERNAL COMMUNICATION*

# **FREELANCE SALES AGENTS ENGAGEMENT PROGRAM**

AN EBS SALES & DISTRIBUTION INITIATIVE

# THE INITIATIVE - FREELANCE AGENT PROGRAM

- ▶ EBS S&D is interested in recruiting individuals who will be trained and qualified as remote sales promoters
- ▶ Their main duties will be to:
  1. Prospect
  2. Engage
  3. On-board [with the collaboration of the EBS S&D team]
  4. Most importantly, SELL *[Airtime/Data via MoMo Wallet, Sim cards, & Internet devices]*
- ▶ Credible trade members [wholesalers & retailers]
- ▶ To partner with us in the sales and distribution of telecom products & services.

# MODUS OPERANDI

- ▶ Engagement of 15 nos. in the first instance.
- ▶ Recruited will be via our WEBSITE, SOCIAL MEDIA platforms and most importantly through **REFERRALS**;
- ▶ Trained and provided with the detailed sales manual and flyer [soft copy/QR code] inclusive.
- ▶ Work independently in the trade to canvass, pool, quality and enlist interested trade partners
- ▶ Achieve below target:
  1. **Sign-on / Register interested Retailers**
  2. **Deliver an aggregate Sales worth of N1,250,000 and more per month.**

# TARGET DISTRIBUTION



## Sales Order Target per Agent [N]

CATEGORY	A	B	C	D
MONTHLY TARGET	1,250,000	625,000	250,000	150,000
DAILY TARGET	50,000	25,000	10,000	5,000
<i>Retailer Acquisition Target per Category [Qty]</i>	<b>1</b>	<b>2</b>	<b>5</b>	<b>8</b>

# COMPENSATION



Remuneration shall be N100,000 per month computed thus:

- Zero sales - Earn Zero wage
- % achievement of on-boarding & confirmed sales - Earn equivalent % of above sum [PRO-RATED]
- The more you sell, the higher your compensation.
- Part logistics cost to be borne by EBS; in so far as the Field Sales Agent delivers measurable result.

**END**



► **QUESTIONS**