

Solar Squad Field Sales Executive

FIELD SALES · GREATER ACCRA · OPTIMA FLEXPAY LIMITED

LOCATION Accra Metro — roaming	SCHEDULE As needed, not daily	FIELD HOURS 9:00am – 3:00pm
PAY Daily pay + commission	REPORTS TO Solar Squad Team Leader	TRANSPORT Provided by the company

About the Role

Optima FlexPay Limited is a leading PAYGO solar distribution company bringing Sun King solar home systems, KoolBoks solar refrigeration, and Lorentz solar water pumps to households and businesses across Ghana, financed through flexible mobile money instalments.

We are recruiting Field Sales Executives to join our roaming **Solar Squad** — a mobile team that walks door-to-door into target businesses across Accra to introduce KoolBoks solar-powered refrigeration and freezing solutions. You will work under a Team Leader as part of a squad, covering a different part of the city on each outing.

Key Responsibilities

- Walk door-to-door introducing KoolBoks solar freezers and chillers to fish sellers, chop bar owners, beverage vendors, and other target businesses
- Clearly explain PAYGO / mobile money financing options and how daily dumsor (power outage) pain points are solved by solar refrigeration
- Qualify prospects and capture accurate lead information for follow-up
- Log every visit and lead at the end-of-day debrief
- Work as part of a squad under the direction of the Team Leader, following the day's assigned territory and route
- Represent the Optima FlexPay brand professionally in every business interaction

Working Schedule

This role is called **as needed**, not a daily commitment. On days the squad is deployed:

8:00am	Morning briefing at the office — Airport Residential Area, Accra
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9:00am	Squad departs for the field (company transport provided)
3:00pm	Squad returns to the office for debrief and lead logging (company transport provided)

COMPENSATION

- Daily payment for each day the squad is deployed and worked
- Commission on every qualified lead logged
- Additional commission when a lead progresses to a submitted application
- Additional commission when a customer's first instalment / deposit is confirmed
- Field transport (office to field and back) covered by the company

Requirements

- ✓ Comfortable with walking-intensive, target-driven field work
- ✓ Confident communicator — fluent in English and Twi and/or Ga; other local languages an advantage
- ✓ Basic smartphone literacy for mobile money transactions and lead logging
- ✓ Prior door-to-door, direct sales, or FMCG field experience preferred
- ✓ Able to report to the office in Airport Residential Area, Accra by 8:00am on call days

HOW TO APPLY

Submit your CV and a short note on your sales experience via the Optima FlexPay careers page at optimaflexpay.com/careers, subject line "Solar Squad – Field Sales Executive."