

CONTRACT kapital

CONTRACTKAPITAL SALES INTERNSHIP PROGRAM

Program Overview

ContractKapital offers a 6 month pre- and post -graduate sales program for students pursuing any university degree, but who have interest in sales as a career. The program is open for both bachelor and post graduate students. The program involves intensive training on sales as a mindset, sales as a skill, and sales as a career, and then, plunges the management trainees to the deep end to selling ContractKapital products all across the country in teams of twos. They are given titles, channel partners, and set in teams of twos, across the country, with facilitation, basic allowances, as well as a commission structure to reward top achievers. At the end of every cohort, there is graduation, certification and award session, with top partner awarded with a car, and offered permanent position with the company. The others can choose to remain as independent sales agents for the company, or move outwards and onwards to pursue other careers having acquired great skill of sales.

PROJECT DETAILS

Duration

6 months

Facilitation

UGX. 500,000 per month.

2% for any sales above UGX. 10m per month.

A Toyota Ipsum for any sales of UGX. 500M.

Company offers accommodation allowance for those posted outside Kampala.

Tshirts and Shirts for all channel partners.

Awards

Certification

Car for top cohort leader.

Permanent position with the company.

Pre-Engagement Training

Introduction to sales (why people fear sales, and why sales is the most rewarding career)

General sales skills training.

Product training on contractkapital products.

Career development training. (networking skills)

Eligibility

Current bachelor students.

ContractKapital

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Post graduate students.
Ages 18-28

Sales Pack

Branding Tools (ID, Business cards, staff uniform)
Sales training tools (training manual, product manual, DVDs, audios)

Potential Benefits

A student participating in the program has the potential to:
Meet all decision makers and senior management in all industries.
Network and prepare for future jobs.
Build sales skills for future career growth.
Add value to clients by offering them products which will change their lives.

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