



Job Description

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| | | |
|------------------|---------------------|-----------------|
| Job Title | Job Location | Category |
| 22 Sales Trainee | Dar es Salaam | - |

| | | |
|-----------------|------------------|-----------------|
| Job Type | Job level | Industry |
| Full Time | Junior | - |

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

| | | |
|---------------------------|-------------------------|---------------------------|
| Min Budget | Max Budget | Primary Industry |
| - | - | - |
| Secondary Industry | Primary Category | Secondary Category |
| - | - | - |
| Certificate - | Qualification - | |

Summary

This position requires a result driven individual, who is a self-starter, confident, hardworking, a problem solver with good communication skills. Duties include sale presentations, product demonstrations, negotiating contracts with potential clients & customer management of customers.

In order to be successful in this role, you will need to develop a deep understanding of the sales process and dynamics, demonstrate good knowledge of our products or service offering and have good interpersonal skills.

Responsibilities

- Understand and promote the company products and services.
- Visiting clients and potential clients to evaluate their needs and/or promote our products and services
- Generating leads
- Negotiating & Closing terms and contracts with prospective customers
- Answering customer questions about terms, service offering & availability
- Maintaining customer records
- Preparing and submitting sales contracts
- Manage & Facilitate an environment to ensure customers make timely payments

- Preparing and submitting sales contracts
- Meeting or exceeding set sales goals
- Coordinating sales efforts in marketing sponsored programs.
- Giving sales presentation to a range of prospective customers.

Education & Qualifications

- University or Advanced Diploma Graduate in Business, Marketing, Economy

Requirements

- Internship or field attachment experience.

Reporting To

- Regional Sales Manager

Driving Licence

Not Required

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