



Job Description

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Job Title 22 Sales Trainee	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Junior	Industry -
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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