



Job Description

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Job Title Area Sales Supervisor	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Supervisory	Industry FMCG, Retail & Wholesale
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry FMCG, Retail & Wholesale: 5 Years
Secondary Industry -	Primary Category Sales: 5 Years	Secondary Category -
Certificate -	Qualification -	

Summary

This position is responsible for creating sales plans to meet strategic organization goals, building membership, and providing strategic solutions for sales efforts including campaigns, trade shows, and client acquisition. Also accountable for the leadership, training, and coaching of personnel, implementation, and management of company strategies and plans.

For success in the performance of this role, the Area Sales Supervisor needs to understand what the product market wants from the companies' goods and services. Customers should feel that they can depend on the business to meet their consumer needs and respond to queries and concerns in a timely manner.

Responsibilities

1. Align various sales activities in collaboration with Area Sales Manager to complement organizational goals and create an achievable and sustainable
2. Continually training new and existing sales representatives, assigning specific tasks to other sales representatives, and monitoring the sales team
3. Motivating the sales team to achieve the best results possible and creating an atmosphere of healthy competition among the sales
4. Preparation of weekly, monthly, and quarterly reports on sales performance against budget and reporting on
5. Regular visits to existing customers and also soliciting new ones on the
6. Identify emerging markets and market shifts while being fully aware of the competition
7. Own recruiting, objectives setting, coaching, and performance monitoring of sales
8. Solving customer complaints and answering customers questions
9. Ensure all sales representative routes assigned have up to date route
10. Conduct a regular 'work withs' in the market on route per sales representative on a weekly
11. Responsible for ensuring the correct visibility and display of products in all outlets is as per the company agreed
12. Responsible for the investigation and control of non-compliance to company standards and

Perform any other duties assigned by the management

Education & Qualifications

Must-Have criteria

Minimum of five years of sales and/or marketing

Bachelor's degree in Business administration, marketing or related

Two (2) to three (3) years of experience in supervising a

Requirements

Two (2) to three (3) years of experience in supervising a Successful previous experience as a sales representative or supervisor, consistently meeting or exceeding targets

Characteristics

- Strong computer and technical skills with specific experience in Microsoft Office Suite (Excel, Word, PowerPoint).
- Leadership
- Managerial skills; supervising a team of 10 to 30
- Analytical
- Communication

Driving Licence

Not Required

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