



Job Description

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Job Title Associate Sales - Channels	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Manufacturing
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Manufacturing: 3 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Associate Sales - Channels role is responsible for driving sales growth through various channels, such as partnerships, distributors, or online platforms. This role involves building and maintaining relationships with channel partners, identifying new business opportunities, and working closely with internal teams to achieve sales targets.

Responsibilities

Task Management:

- Implement and monitor operations within the channel department in alignment to the strategy developed and Channel Manager.

Relationship Management:

- Coordinate customer survey to discover new channels to reach to the end-users reliably.
- Drives adoption of company programs among assigned channels.
- Participate in customer surveys and achieve targeted metrics for internal and external customers.
- Coordinate with Channel Manager to have a growing relationship with all customers existing and prospective.

Project Management:

- Recruit new channel customers to engage with to ensure growth and expansion of the supply of Company's products.
- Ensure all targets are met as per the team and company objectives.
- Search and coordinate leads solution development efforts that best address end-user needs, while coordinating the involvement of all other existing channels to assess the gap.
- Monitor and address proper utilization of resources for cost-effective practice.

Risk & Quality Management:

- Manage and oversee all agreements and the credit process in line with company policy and under guidance from Channel Manager

Education & Qualifications

- Degree from an accredited institution in Business Administration, Marketing & Sales, a master's degree would be an added advantage.

Requirements

Minimum 3 years of channel sales experience in a business-to-business sales environment.

Characteristics

- Proven accuracy and organisation in their work
- Have people and interpersonal skills
- Project Management Skills
- Focused attention to detail and deadlines
- Performance orientated
- High motivation and enthusiasm for work

Reporting To

Channel Manager

Driving Licence

Not Required

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