Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title
Business Development Executive

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 role focuses on growing business in Tanzania by managing key accounts, developing new opportunities, building strong industry relationships, and expanding the company's presence within the construction and building materials sector.

Responsibilities

- Developing and managing key accounts.
- Identifying and developing new business opportunities within the market.
- Building and maintaining strong relationships with builders, contractors, applicators, architects, and other relevant stakeholders.
- Developing future business opportunities within the construction and building materials sector.
- Supporting the growth and expansion of company's presence within the Tanzanian market.

Education & Qualifications

- A bachelor's degree from a recognised institution.
- A Civil Engineering background would be an added advantage.

Requirements

- 3 - 4 years of relevant experience in business development, sales, project sales, or a related field
- Experience within the construction, building materials, construction chemicals, waterproofing, or related industries.
- Strong business development and relationship management skills.
- The ability to develop relationships with builders, contractors, applicators, architects, and other project stakeholders.

Characteristics

- Strong communication, negotiation, and business development skills.
- A young, dynamic, and commercially driven approach.

Reporting To

Country Manager

Driving Licence

Not Required

To Apply for This Job Click Here