



# Job Description

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

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**Job Title**

Business Development Representatives -  
TBL

**Job Location**

Dar es Salaam

**Category**

Sales

**Job Type**

Full Time

**Job level**

Junior

**Industry**

FMCG, Retail & Wholesale

**Open to Expatriates**

Only Open to Tanzanian Nationals

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**Minimum Requirements**

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**Min Budget**

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**Max Budget**

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**Primary Industry**

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**Secondary Industry**

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**Primary Category**

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**Secondary Category**

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**Certificate -****Qualification -**

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**Summary**

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This position requires a result-driven individual, who is a self-starter, confident, hardworking, a problem solver with good communication skills. Duties include identifying opportunities to increase sales, negotiating contracts with potential clients & customer management.

There are opportunities open in the following cities:

(Dar Es Salaam, Zanzibar, Arusha, Moshi, Mbeya, Iringa, Morogoro, Songea, Njombe)

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**Responsibilities**

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- Meeting or exceeding weekly, monthly, and yearly sales goals.
- Canvassing assigned territories to present company products to potential customers.
- Achieve agreed upon sales targets and outcomes within schedule
- 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
- Manage & Facilitate an environment to ensure customers make timely payments
- Preparing and submitting sales contracts
- Coordinating sales efforts in marketing sponsored programs.

- Giving sales presentations to a range of prospective customers.

## **Education & Qualifications**

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- University or Advanced Diploma Graduate in Business , Marketing or related field

## **Requirements**

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- Proven work experience as a Sales Representative is an added advantage
- Excellent networking skills.
- Strong negotiation skills.
- Effective communication skills.
- Exceptional customer service skills.

## **Driving Licence**

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Required

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