

Job Description

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Job Title

Business Development Representatives -

TBL

Job Location

Dar es Salaam

Category Sales

Job Type Job level

Full Time Junior

Industry
FMCG, Retail & Wholesale

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 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)

Responsibilities

- 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

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

Requirements

- 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

Required

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