



Job Description

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Job Title

Field Based Account Manager -
Lubricants

Job Location

Dar es Salaam

Category

Sales, Engineering

Job Type

Full Time

Job level

Intermediate

Industry

Oil & Gas

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget

-

Max Budget

-

Primary Industry

Oil & Gas: 5 Years

Secondary Industry

-

Primary Category

Sales: 5 Years

Secondary Category

Engineering: 5 Years

Certificate -**Qualification -**

Summary

To Manage and develop existing Customers in line with the Customer Value Proposition (CVP), engage in price negotiations, prepare contracts, manage Day Sales Outstanding and work in line with the Manual of Authority.

Responsibilities

- Fill prospective pipeline with qualifying accounts. Identify these accounts through cold-calling, network and business journals
- Dedicated to gold and platinum banded customer base
- Plan Customer calls and visits to provide the appropriate level of service to existing and new customers with a focus on retaining/expanding existing business relationships and acquiring new business relationships
- Increase the value for existing customers through cross range and up selling
- Understand the business needs of customers, provide information and coaching on products and services; leverage CVPs to negotiate win-win solutions with customers and prospects
- Plan, monitor and achieve individual sales targets (margin, growth, named customer CVP and trade debtor targets)
- Develop, update and maintain individual account plans for all platinum and gold customers
- Effectively use the Sales 1st tools in Customer Relations Management.
- Effectively use the sales process in new business development
- Be responsible and proactive in HSSE issues related to your work and work environment
- Able to demonstrate high-level understanding of the fuel and lubes business

Education & Qualifications

- Bachelor's degree in Engineering

Requirements

- Minimum five years of current experience selling to multiple end user businesses or franchisees
- Proven record of delivery in sales at regional account level in a Business 2 Business / Business 2 Customer environment will be an advantage
- Experience in heavy duty, agriculture or mining sales is highly preferred
- Proficient with sales tools
- Commercial instinct and strong customer orientation
- Excellent interpersonal skills
- Experience of and ability to manage relationship at high level
- Demonstrated experience developing and negotiating multi-year sales agreement
- A valid driver's license
- Proficient in Microsoft excel and PowerPoint

Driving Licence

Required

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