



Job Description

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Job Title Field Parts Sales	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Automotive

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

The Field Parts Sales position involves identifying and maintaining relationships with new and potential customers, advising on and selling replacement parts, and fulfilling customer orders.

Responsibilities

- Searching for new customers and maintaining the potential customers by calling them from time to time
- Determine replacement parts required, according to inspections of old parts, customer requests, or customers' descriptions of malfunctions
- Advise customers on substitution parts when identical replacements are not available.
- Assist the customers with questions regarding parts
- Selling spare parts to retailers and wholesalers' customers
- To ensure that the quotation is sent to all parts retail customers as soon as possible after interaction with the customer and that a follow-up call is made after the quotation is submitted.
- Fill customer orders from stock and place orders when requested items are out of stock.
- Receive payment or obtain credit authorization
- Pickup and delivery of parts to customers
- To analyze the market, conduct some price positioning surveys, to propose to management some price re-positioning.
- And any duty assigned by national parts manager
- Need to meet the organizations monthly parts sales targets which will include minimum customer contact and visit requirements

Education & Qualifications

- Need to have worked previously in an automotive parts retailer or wholesaler environment.

Driving Licence

Not Required

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