



Job Description

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Job Title Forklift Sales Executive.	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 Automotive: 3 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Selling and Rent of Forklift.
Selling Forklift Spare Parts.

Responsibilities

- Demonstrating forklifts to customers, including taking them for trial.
- Reporting to the Sales Manager on activities, reviews, and analyses.
- Meeting customers face to face and holding sales discussions with them.
- Meeting customer upcountry face to face and holding sales discussions with them and sales.
- Competitors Analysis report and Market information and Market opportunities update
- Participate in company organized marketing events.
- Representing the company at trade exhibitions, events, and demonstrations.
- Negotiating the terms of a sales agreement and closing sales.
- Following-up telephone inquiries, walk in prospects and emails inquiries.
- Arranging appointments with customer/potential Leads.
- Preparing Forklift purchase packages.
- Cold calling up qualified sales prospects.
- Delivering equipment to customers.
- Submitting weekly Report to sales & Marketing Director

Requirements

- 3-4 years' of similar or related experience
- Computer Knowledge, CRM database to be entered correctly in the system with full contact details and address.

Driving Licence

Not Required

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