



Job Description

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Job Title Head Of Sales	Job Location Dar es Salaam	Category Sales
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Job Type Full Time	Job level Senior Manager	Industry -
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Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry -
Secondary Industry Construction: 3 Years	Primary Category Sales: 6 Years	Secondary Category -
Certificate -	Qualification -	

Summary

To identify, qualify and realize sales opportunities by providing solutions towards our customers including sales in complex project environments.

To achieve and / or exceed individual and team sales budget - through leading the sales team.

To build and retain excellent relationship with buying centre including direct customer, specifiers, owners and government agencies. To ensure professional and business ethic when dealing with customers.

Head one or more company target markets meaning to be the internal expert for an area of company solutions.

Responsibilities

Promote, develop and increase sales of company's products and company's services

Expanding customer base

Maintaining and increasing business relationships with existing customers.

Plan and execute sales calls economically, logistically and with the most impact.

Manage stakeholder relationships

Ensure that the company's sales process is applied and that the customers are served with solutions:

- Prospect and qualify opportunities well in advance (including cross-selling opportunities), sound product know-ledge and ability to quickly assemble information is key.
- Understand the customers' needs.

- Ensure that sales opportunities pipeline is updated and filled. Maximize sales efficiency and employment of resources by effective sales administration.
- Map and cover the entire buying centre in complex project environments (architects, engineers, owners, contractors, etc.)
- Ensure systematic follow-up and realization of opportunities. Close sales.
- Manage objections actively and ensure that brand reputation is maintained.
- Retain customers and provide key account management

Monitor Business environment and Market Trends

Ensure information on all present and future major projects in Tanzania, map stake-holders (contractors, owners, specifiers).

Reporting trends to the Line Manager.

Excellent Product Knowledge and Marketing Knowledge

Non-stop learning of solutions we can provide.

To have an in-depth technical knowledge of all relevant company solutions for the Tanzanian market.

To write and submit specifications for solutions where required (in collaboration with Area support functions).

Training of customers to extend their knowledge of company products and usage including architects, engineers and project owners.

Define together with Marketing Manager marketing plan and do follow-up.

Reports

Systematic and complete documentation and follow-up of activities, opportunities, projects and stake holders.

Ensure on-time delivery of reports for General Manager and other Corporate functions.

Anticipate customer demands, forecast sales.

Organizing of seminars and launches

To plan and conduct product and application systems seminars to customers.

Manage Key Accounts and expenses

To assist the Financial Controller with the collection of all money owed to the company's Debtor control.

Keeping the Financial Controller informed of any development that may affect the ability of a Debtor to fulfil his obligations to the company.

Control of debtors account.

Control of expenses related to sales.

Team Lead

Lead sales team: set objectives together with General Manager and pro-actively follow them up

Ensure coordination between departments and within sales team to ensure highest possible responsiveness towards customer inquiries.

Ensure to the extent possible that yearly and monthly sales budgeted are met, anticipate variations towards budgets / forecast as early as possible.

Oversee all sales activities and customer relationships of team members. Provide guidance and support if necessary.

Develop team members and ensure that there is a proper deputy system in place.

Education & Qualifications

NQF 4 Qualification

Tertiary sales / marketing or civil engineering qualification

Affinity / interest for specifying and providing complex solutions within the construction industry

Sound sales experience in construction sector, know-how of how to navigate in complex project environments

Distribution experience is a plus

Experience of marketing of products

Computer skills

Customer service experience

Preferably team lead experience

Characteristics

Closer mentality, willingness to go the extra mile

Self-starter

Ability to work in internal and international team environment

Ability to take the lead and to coordinate different departments in order to reply to customers needs in due time

People's skills – support, develop and lead sales team in order to get the best out of everyone.

High organizational skills and a very disciplined attitude.

Very good communication skills

Accuracy in numerical abilities

Driving Licence

Not Required

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