



# Job Description

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|   |  |                                |
|---|--|--------------------------------|
| <b>Job Title</b><br>Head Of Sales                                   | <b>Job Location</b><br>Dar es Salaam   | <b>Category</b><br>-           |
| <b>Job Type</b><br>Full Time  | <b>Job level</b><br>Head of Department | <b>Industry</b><br>Advertising |
| <b>Open to Expatriates</b><br>Open to Expatriates & Local Nationals |  |                                |

## Minimum Requirements

|                                |                              |   |
|--------------------------------|------------------------------|---|
| <b>Min Budget</b><br>-         | <b>Max Budget</b><br>-       | <b>Primary Industry</b><br>Advertising: 5 Years |
| <b>Secondary Industry</b><br>- | <b>Primary Category</b><br>- | <b>Secondary Category</b><br>-                  |
| <b>Certificate</b><br>-        | <b>Qualification</b><br>-    |   |

## Summary

The Sales Manager is responsible for acquiring and managing client relationships, developing sales strategies, leading the sales team, collaborating with internal teams, and overseeing proposals, negotiations, and performance analysis to drive revenue growth.

## Responsibilities

- Identify and engage potential clients to grow the customer base.
- Build and maintain strong relationships with existing clients to ensure satisfaction and retention.
- Create and implement effective sales strategies to achieve revenue targets.
- Manage and mentor the sales team, providing guidance and training to enhance performance.
- Prepare sales forecasts and budgets, and monitor performance against targets.
- Oversee the creation of customized sales proposals and pitches for clients.
- Work closely with creative, production, and account management teams to ensure successful campaign execution.
- Generate sales reports to track performance and identify areas for improvement.

## Education & Qualifications

- Bachelor's degree in business, marketing, communications, or a related field.
- At least 3-5 years of experience in sales.

## Characteristics

- Strong communication and interpersonal skills.
- Proven track record in sales.
- Strong leadership skills.
- Analytical skills to interpret data and market trends.

## Driving Licence

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Not Required

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