



# Job Description

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<b>Job Title</b> Junior Technical Sales Representative	<b>Job Location</b> Dar es Salaam	<b>Category</b> Sales
<b>Job Type</b> Full Time	<b>Job level</b> Junior	<b>Industry</b> Construction
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Construction: 2 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> Sales: 2 Years	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

The Junior Technical Sales will be responsible to identify, qualify and realise sales opportunities by providing solutions towards our customers including sales in complex project environments.

To achieve and / or exceed individual sales budget.

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.

## Responsibilities

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

Maintaining and increasing business relationships with existing and prospective customers. Do this according to the designated customers and areas.

### 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. Maximise 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, project owners, government departments, etc.)
- Ensure systematic follow-up and realisation of opportunities. Close sales.
- Manage objections actively and ensure that brand reputation is maintained.
- Retain customers and provide key account management.

### To meet and exceed the Sales Budgets / Targets.

### Monitor Business environment and Market Trends

- Monitoring the business environment and market trends.
- Ensure information on all present and future major projects in Tanzania, map stakeholders (contractors, owners, specifiers).
- Reporting trends to the Line Manager.

### Responsibility for specific product ranges, customer groups

Responsible for the development of the concrete admixtures range at ready-mix plants and concrete precast manufacturers.

- Define product portfolio and product positioning together with line management.
- To write and submit specifications for solutions where required (in collaboration with Area support functions).
- Ensure product documentation / marketing material, coordinate product launches together with
- Marketing, develop marketing plan together with Line and Marketing Manager
- Provide technical assistance / trainings for assigned product range towards stakeholders including customers and fellow colleagues
- Conduct independently lab trials at customers' and advise on concrete mix-design.
- Use internal apps (Mix Design App, Sand App, Fibers App) to identify suitable solutions and to provide value addition to customers.
- Apply CODE concept to identify suitable company solution for concrete.
- Increase market share of the company solutions in defined segment.

## Reports

- Systematic and complete documentation and follow-up of activities, opportunities, projects and stakeholders.
- Ensure on-time delivery of reports for Line Managers and other corporate functions.
- Anticipate customer demands, forecast sales.

## Organising 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. 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 debtor's account.
- Control of expenses related to sales.

## General

- Undertakes such additional duties which may from time to time be assigned to the Employee in the discharge of his / her duties.
- To ensure that a correct and proper image of the Company is maintained at all times.

## Education & Qualifications

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- Technical university degree (e.g. civil engineering, architecture, quantity surveyor)

## Requirements

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- Internship working experience in the construction sector (designer, engineer, sales, procurement)
- Computer skills
- Customer service experience

## Characteristics

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- 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.
- High organisational skills and a very disciplined attitude.
- Very good communication skills
- Accuracy in numerical abilities
- High motivation for becoming an expert on concrete and being exposed in lab environment
- Affinity / interest for specifying and providing complex solutions within the construction industry.

## Special requirements

- Regular and on time attendance.
- Chinese Speaking.
- Will be required to work overtime.

- Overseas travel may be required.

### Reporting To

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Business Development Manager – Direct Construction

### Driving Licence

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Not Required

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