



# Job Description

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

## Minimum Requirements

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

## Summary

This role involves 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 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

### Sales Growth and Development:

- Promote, develop, and increase sales of company products and services.
- Build and maintain strong business relationships with existing and prospective customers.
- Identify, qualify, and close sales opportunities by providing tailored solutions.

### Customer and Account Management:

- Map and engage with key stakeholders (contractors, architects, engineers, project owners, and government agencies).
- Manage objections, maintain brand reputation, and ensure customer retention.
- Provide key account management and systematic follow-up to realize sales opportunities.

### Market Research and Reporting:

- Monitor market trends and the business environment for present and future major projects in Tanzania.
- Prepare and submit comprehensive reports on activities, opportunities, and stakeholder engagements to the Line Manager.

### Technical Support:

- Conduct lab trials at customer sites and provide technical advice on concrete mix designs.
- Offer training and technical assistance on assigned product ranges to customers and colleagues.
- Use internal applications and tools to identify and deliver value-added solutions.

### Product Management and Marketing:

- Define and position product portfolios in collaboration with the management team.
- Coordinate product documentation, launches, and marketing strategies with the Marketing Manager.
- Organize seminars and product application system demonstrations for customers.

**Financial Management:**

- Assist with debt collection and ensure control of debtor accounts.
- Keep the Financial Controller informed of developments affecting debt repayments.
- Manage expenses related to sales activities.

**General and Administrative:**

- Maintain a professional image of the company and uphold business ethics.
- Undertake additional responsibilities as assigned.

**Education & Qualifications**

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- A bachelor's degree in Civil Engineering, Architecture, Quantity Surveyor or any related field.
- Fluency in Chinese-speaking

**Requirements**

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- A minimum of 2 years of experience

**Characteristics**

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- Strong communication and negotiation skills to engage effectively with customers and stakeholders.
- A closer mentality with a willingness to go the extra mile to achieve sales goals.
- Self-motivated and able to work independently while contributing to team efforts.
- High organizational skills and a disciplined approach to managing tasks and responsibilities.
- Ability to thrive in an international and multicultural team environment.
- Leadership skills to coordinate efforts across departments and address customer needs promptly.
- Proficiency in numerical accuracy for tasks such as forecasting and financial analysis.
- High motivation to become an expert in concrete products and related technical solutions.
- Ability to adapt and apply technical knowledge to provide complex solutions in the construction industry.
- Proactive and detail-oriented, ensuring quality in all activities from planning to execution.

**Driving Licence**

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Not Required

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