



Job Description

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Job Title Mining Technical Sales Representative	Job Location Mwanza	Category -
Job Type Full Time	Job level Intermediate	Industry Mining
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Mining: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

- To identify, qualify, realize and maintain sales opportunities in mines by providing solutions towards our customers.
- To conduct and manage lab and industrial different trials such as (Shotcrete, Paste Backfill, Ground support) .
- To achieve and / or exceed individual and team sales budget.
- To build and retain excellent relationship with complex buying centers of cement plants and mines.
- To ensure professional and business ethic when dealing with customers.

Responsibilities

A. 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.
- Stakeholders (buying centre) include among others:

- Geotechnical managers (mines)
- Production managers (mines)
- Mining managers (mines)
- Maintenance & project team (mines)

B. Ensure that the Sika 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. Good understanding of the mining environment in Tanzania and possible export countries (DRC).
- Understand the customers' needs.
- Ensure that sales opportunities pipeline is updated and filled. Maximize sales efficiency and employment of resources by effective sales administration and utilization of Salesforce.
- Map and cover the entire buying centre in complex project environments

- 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

C. Independently conduct and manage lab and field trials

- Experienced in shotcrete and backfill technologies inclusive mix designs and application.
- Experience in resin application is an asset.
- Able to prepare and present trial reports.
- Understand testing methodologies and equipment.

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

E. 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.

F. Excellent Product Knowledge and Marketing Knowledge

- Non-stop learning of solutions we can provide.
- To have an in-depth technical knowledge of all relevant Sika 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 Sika products and usage including architects, engineers, and project owners.
- Define together with Marketing Manager marketing plan and do follow-up.

G. Reports

- Systematic and complete documentation and follow-up of activities, opportunities, projects and stake holders.
- Ensure on-time delivery of reports for Country Manager and other corporate functions.
- Anticipate customer demands, forecast sales.

E. Manage Key Accounts and expenses.

- To assist the Financial Controller with the collection of all money owed to Sika Tanzania Construction Chemicals Ltd.
- 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.

F. 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.
- As a senior member of the company an overall interest of the company and being a true leader is required.

Education & Qualifications

- Bachelor's degree in geology or mining engineering qualification
- Affinity / interest for specifying and providing complex solutions within the construction industry.

Requirements

- Minimum of 2 years of sound sales and or technical experience in mining industry, know-how of how to navigate in complex project environments.
- 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 customer's 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

Special requirements

- Regular and on time attendance
- Will be required to work overtime.
- Overseas travel may be required.
- Very high safety

Reporting To

Business Development Manager – Cement Additives and Mining

Driving Licence

Not Required

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