



# Job Description

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<b>Job Title</b> National Sales Manager	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> FMCG, Retail & Wholesale

**Open to Expatriates**  
Only Open to Tanzanian Nationals

## Minimum Requirements

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<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> FMCG, Retail & Wholesale: 5 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

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The National Sales Manager will be highly involved in overseeing the sales team, achievement of sales goals and analyzing sales trends. This position requires a diligent, committed, self-motivated and experienced National Sales Manager who enjoys working in a fast-paced environment.

## Responsibilities

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- Ensure ambitious target setting and monitor closely for performance.
- Coach the field Salesforce for performance in relation to the targets set and build a winning spirit within his/her team.
- Ensure streamlined implementation of the customer strategy at POS in order to further build market share.
- Prepare and lead the sales team meetings with focus on results vs. targets set.
- Together with the sales team, identify & implement actions for closing possible results gaps in the concerned POS when they occur.
- Follow up on field budgets versus incremental sales per rep.
- Build excellent relationships with the regional/local responsible manager of the concerned Customers.
- Gather and provide competitive information to headquarters on a regular and continuous basis.

## Education & Qualifications

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- Degree in a Business-related field.

## Requirements

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- Minimum 5 years of relevant field sales experience
- Demonstrated ability to lead a team
- Two years Brand Building experience is an advantage
- Two years of Trade Category Management is an advantage
- Bias for action, accountability, and responsibility
- Building talent and teams with a growth mindset
- Consumer and customer focus

## Characteristics

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- Leadership Skills
- Organization skills
- Honesty and integrity

## Driving Licence

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Not Required

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