



# Job Description

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<b>Job Title</b> National Sales Manager(Vehicles)	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> Automotive
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Automotive: 3 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

A well established automotive dealership based in Dar es Salaam is looking for a New Vehicle Sales Manager to join their Dealership and manage a team of 4 vehicle sales executives. Applicants must have dealership sales management experience with the ability to work independently, handle pressure and meet targets.

The role involves attracting and retaining a strong base of satisfied customers by ensuring that motivated and dedicated sales team meets the customers' expectations, whilst meeting and exceeding the financial objectives of the dealership and its shareholders.

## Responsibilities

- Planning and implementation of sales plan and activities
- Monitoring and reporting on individual and team sales performance
- Ensuring customer satisfaction targets are being exceeded
- Taking a hands-on approach in supporting new car sales executives to meet their targets
- Carrying out market and competitor analyses, setting target parameters, and ensuring these are implemented
- Engaging in active marketing and stock management
- Identifying training and development needs and opportunities for staff
- Manage customer relations and customer satisfaction
- Managing finance, administration and reporting
- Managing stock inventory.
- Managing of information from OEM's

## Education & Qualifications

- At least 3-5 years experience in a Dealership Sales Manager position
- Proven track record of leading a team to exceed new car sales targets
- Talented communicator and motivator with natural authority, a confident manner, and a highly performance-oriented approach
- Experience in coaching, mentoring, and developing staff
- Tertiary education qualification

## Driving Licence

Required

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