

# **Job Description**

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title Job Location Category

National Sales Manager(Vehicles) Dar es Salaam

Job TypeJob levelIndustryFull TimeManagerAutomotive

Open to Expatriates

Only Open to Tanzanian Nationals

## **Minimum Requirements**

Min Budget Max Budget Primary Industry

- Automotive: 3 Years

Secondary Industry Primary Category Secondary Category

<del>-</del>

Certificate Qualification

. -

## 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

To Apply for This Job Click Here