

Job Description

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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

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Certificate Qualification

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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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