



# Job Description

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|                                                                |                               |                                 |
|----------------------------------------------------------------|-------------------------------|---------------------------------|
| <b>Job Title</b><br>Regional Sales Manager                     | <b>Job Location</b><br>Arusha | <b>Category</b><br>-            |
| <b>Job Type</b><br>Full Time                                   | <b>Job level</b><br>Manager   | <b>Industry</b><br>Construction |
| <b>Open to Expatriates</b><br>Only Open to Tanzanian Nationals |                               |                                 |

## Minimum Requirements

|                                |                              |                                                   |
|--------------------------------|------------------------------|---------------------------------------------------|
| <b>Min Budget</b><br>-         | <b>Max Budget</b><br>-       | <b>Primary Industry</b><br>Construction: 15 Years |
| <b>Secondary Industry</b><br>- | <b>Primary Category</b><br>- | <b>Secondary Category</b><br>-                    |
| <b>Certificate</b><br>-        | <b>Qualification</b><br>-    |                                                   |

## Summary

The Regional Sales Manager will be responsible for driving sales growth in the region through effective team management, sales administration, and strategic planning.

## Responsibilities

- Team management and Sales Administration with proven track record of handling Depot operations
- Formulating agreements for distributors, regular engaging with distributors and regulating their stocks.
- Strong experience in creating Distributors/Dealers and managing existing Channel sales.
- Evaluate the regional market situation, including the supply/demand status & trend.
- Establish, analyse and Implement target-driven sales plan
- Analyse, Monitor & Record Sales figures
- Analyze Market trend and perform Competitor analysis.
- Design and implement appropriate BD strategy against each specific potential partner, establish the business relationship and deepen the relationship through continuous follow-up.
- Deliver sales, key accounts report and Sales forecast.
- Set the Quarterly & annually sales target, and achieve the target through every possible way
- Starting regional initiatives e.g. exhibitions, presentations, and product launch.
- Prepare Sales reports for periodic review
- Collect & understand customer needs, market trends and input from across organizational leadership.
- Engage with leading key players in the assigned territory and understand their key business drivers to ensure our product and service offering maximizes value for their portfolio
- Explore new market segments for the expansion of our product offering
- Align with the manufacturing department and delivery team to ensure timely inspection and delivery of materials.

## Education & Qualifications

- Bachelor's degree in Business Administration, Marketing, Sales, or a related field
- Proven experience in sales leadership, team management, and distribution channel management

## Requirements

- A minimum 15 years of experience in sales and distributors management in an environment of Building Materials /FMCG/ Consumer Durables.

- Experience in working with CRM
- Management Qualification is preferable.
- Data Analysis

## Characteristics

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- Excellent communication skills
- Strong analytical, communication, and leadership skills
- Ability to work in a fast-paced environment and meet sales targets

## Driving Licence

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Not Required

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