



Job Description

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|-------------------------------------|--------------------------------------|---|
| Job Title Sales Activator | Job Location Dar es Salaam | Category Sales, Marketing |
| Job Type Full Time | Job level Entry | Industry FMCG, Retail & Wholesale |

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

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|--------------------------------|---|--|
| Min Budget - | Max Budget - | Primary Industry FMCG, Retail & Wholesale: 1 Years |
| Secondary Industry - | Primary Category Sales: 1 Years | Secondary Category Marketing: 1 Years |
| Certificate - | Qualification - | |

Summary

We are looking for motivated and organized Sales activators to close sales and boost our customer base. You will utilize established leads and find new leads for potential customers. After making initial contact, you will present the benefits of our products and services, helping them understand how these products can enhance their everyday lives.

Responsibilities

- Research and generating potential leads from business directories, web searches, or digital resources
- Contact potential customers through phone calls and emails
- Visiting clients and potential clients to evaluate their needs or promote products and services
- Determine customer needs and offer product or service solutions and support
- Deliver customized, targeted sales strategies
- Close sales and lead customer through the purchasing process
- Create and maintain a database of prospective clients
- Negotiating all contracts with prospective clients.
- Maintaining client records.
- Preparing weekly and monthly reports.

Education & Qualifications

- Diploma or Bachelor's in Marketing or relevant qualification
- Understanding and passionate about sales and marketing
- In-depth understanding of the role in the industry
- Proficient with report writing
- Excellent communication skills

Driving Licence

Not Required

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