

Job Description

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Job Title	Job Location	Category
Sales Agent	Dar es Salaam	Sales
Job Type	Job level	Industry
Full Time	Entry	Poultry & Eggs
Open to Expatriates		

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget	Primary Industry Poultry & Eggs: 3 Years
Secondary Industry	Primary Category Sales: 3 Years	Secondary Category
Certificate	Qualification	
-	-	

Summary

The Sales agent is responsible for identifying, soliciting and closing new clients for animal feed. The Sales agent is accountable for driving growth of the business to achieve a dominant market share and high margins within the assigned region(s) via regional distributors, large scale farmers, farmers, retailers and potential key accounts.

Responsibilities

- Conduct sales activities by securing primary sales orders from existing and potential customers focusing on achieving the agreed weekly, monthly and annual sales volume and revenue generation targets.
- Bridging gap between regional distributors and farmers to achieve agreed upon weekly, monthly and annual sales targets while ensuring a complete compliance with sales policy
- Conduct field visits in compliance with the tour Program/Journey Plan
- Implement planned trade marketing activities in the region to achieve the agreed targets.
- Implement sales strategies to ensure continued development and expansion of new and existing products availability and market share for meeting companies' goals.
- Correctly and timely capturing and reporting of field outlets data to enable sales manager effectively measuring sales agent's productivity and determine on key actions for improvement.
- Constantly monitor and share with sales manager, oral and written reports on market trends, customer needs, interest, competitor activities, emerging technologies and potentials for new products development.
- Adhering to animal health and farm management practices to support the accuracy of their information and guidance and enhance their confidence as they engage with regional distributors and farmers.
- Ensure all customer complaints or concerns are handled in a professional manner
- Rapid response to customers' complaints or concerns

- In partnership with the sales manager & relevant department, respond rapidly and resolve customer complaints with regards to farm performance and/or technical enquiries to their satisfaction

- Answer queries and complaints from customers courteously with professionalism
- Transmit complaints to the right person for immediate action
- Track complaints to their satisfactory, for the client, completion
 - Implement Company policies, procedures and standards as established by the company.
 - Maintain a positive business reputation and develop strong relationships with regional distributors and farmers to ensure that there is continuous feedback about the quality of feed and services provided.

- Provide basic knowledge, advice and pricing about the products sold to regional distributors and farmers.
- Work diligently at gaining customers' trust and ensure that they place repeat orders.
- Coordinate with the distribution team to monitor deliveries and forecasts via favourable economies of scale.

Requirements

- Knowledge in animal health & nutrition
- Able to use basic computer software's such as Ms-Word & Excel
- · Good team skills and ability to self-manage
- Good customer-facing and communication skills (oral and written)
- Excellent knowledge of the company's products and services.
- · Commitment to share discrepancies and issues to the supervisor and relevant channel
- Working within established guidelines, particularly with brands.

Characteristics

- Sales agent experience. At least one (1) year of relevant experience in the industry.
- An ability to communicate effectively. The candidate must be able to clearly articulate the objectives of the Company and share information in an accessible manner throughout the channels.

Reporting To

Sales Administrator

Driving Licence

Not Required

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