



Job Description

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Job Title Sales Director of Equipment	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Head of Department	Industry Automotive
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The sales director of equipment department will work closely with Chief Executive Officer and senior leadership, directly responsible for developing and driving equipment sales excellence, streamlining processes, and fostering a culture of continuous improvement to achieve department objective

Responsibilities

- Strategic Planning: develop and execute strategic initiatives aligned with the company's goals and objectives.
- Define ambitious but realistic forecast and decline monthly targets.
- Manage the commercial team, fix smart objectives in line with equipment department budget, motivate and monitor performance of sales team.
- Monitor planned itineraries of sales team.
- Follow improvement of sales team performance organizing sales training meeting and providing product training from manufacturers
- Understand and manage different financial solutions, on shore and offshore, being able to promote tailor-made offers to clients and prospects.
- Visit clients, make offer corresponding with expectations, capability to offer various finance solutions (operating lease, bank financing, offshore financing), close deals.
- Ensure proper follow-up of any potential client by implementing an appropriate prospecting and sales control system.
- Analyzes sales history and market conditions to determine inventory requirements and suggest orders through SME.
- Propose strategies to increase market penetration.
- In relation with manufacturers, propose and implement their programs to increase profitability.
- Maintain awareness of the market evolutions: competitors, brands, technology, expectations from clients.
- Promote group's policies to achieve client satisfaction and increase brand awareness.

Education & Qualifications

- Master of Business Administration/Business Administration/ relevant education
- 5 to 10 years minimum experience working in Automotive Industry, background with Chinese Commercial vehicles and Equipment Industry
- Good knowledge of Tanzanian equipment market

- Ability to provide financing solutions.
- Strong agility to build tailor-made offers for each client.
- Managerial and Leadership experience
- Fluent in English / Swahilli

Driving Licence

Not Required

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