



Job Description

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Job Title Sales Engineer - Mining	Job Location Mwanza	Category Sales
Job Type Full Time	Job level Intermediate	Industry Mining, Construction
Open to Expatriates Open to Expatriates & Local Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Mining: 5 Years
Secondary Industry Construction: 5 Years	Primary Category Sales: 8 Years	Secondary Category -
Certificate -	Qualification -	

Summary

A company seeking to place a results-driven Mining Sale Engineer in Mwanza to service the Mining Industry, to actively seek out and engage customer prospects, and identify new product opportunities. Furthermore, to provide complete and appropriate solutions for every customer (existing and new) in order to boost top-line revenue growth, customer acquisition levels and profitability. This position will be the lead point of contact for all customer matters and communication relating to the Mining sector.

This position is a permanent position and will not be on rotation.

Responsibilities

Achieve agreed-upon sales targets and outcomes through regular engagement with our Powerbase

- Ensure a continuous flow of projects, leads, and prospects into the pipeline from our Powerbase including effective integration of your own personal contact database and company powerbase
- Perform cost-benefit and needs analyses of existing/potential customers to meet their needs
- Develop and nurture strong Customer Relationships, understanding their challenges and our solutions in all territories between major key clients with the ability to deal at all levels within an enterprise with strong emphasis at the Business Executive level.
- Acting as the main point of contact between key clients and internal teams/procurement/ business.
- Take all Marketing and CRM opportunities and close the deal through the presentation, promotion, and sales of products/services using solid arguments to existing and prospective customers.
- Provide feedback within the powerbase loop to grow the pipeline and continuously improve through feedback.
- Carry out analysis of Product profitability and market acceptance by Customers.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices, services, product applications, technical requirements, market conditions, competitive activities, advertising, and promotional trends ensuring continuous Innovation drivers in new products, industries, and solutions that complement each other and mitigate risk and reliance on specific customers, territories, and industries
- Analyse the territory/market potential, track sales, and status reports, and focus on territory growth and expansion
- Acting as the main point of contact between key clients and internal teams/ procurement/business
- Expedite the resolution of customer problems and complaints to manage customer expectations and maximize satisfaction
- Participate in marketing activities including trade shows and conventions.

Job Responsibilities

- Ability to travel locally and internationally and thus be away from home

- Position will be based in Mwanza, Tanzania

Education & Qualifications

- Sales & Marketing, Metallurgical/Geology/Mechanical Engineering Diploma or Degree advantageous

Requirements

- Proven work experience as a Sales Representative with 8+ years' experience selling in the mining sector.
- Specialist in Mining processes and a solid understanding of the Mining environment.
- Excellent knowledge of MS Office

Characteristics

- Ability to network and build a strong relationship
- Technically astute with broad-based technical knowledge and understanding
- Ability to create and deliver presentations tailored to the audience's needs.
- Highly motivated and target-driven
- Excellent selling, communication, and negotiation skills
- Prioritising, time management, and organizational skills
- Relationship management skills and openness to feedback
- Must be innovative and have initiative
- Must be highly professional
- Familiarity with CRM practices along with the ability to build productive business professional relationships.
- Ability to train, mentor and upskill employees

Reporting To

- CEO/Head of Commercial

Driving Licence

Not Required

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