

# **Job Description**

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title	Job Location	Category
Sales Executive	Kigali	Sales
Јор Туре	Job level	Industry
Full Time	Intermediate	-
Open to Expatriates		

Only Open to Tanzanian Nationals

#### **Minimum Requirements**

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

#### Summary

The Sales Executive position will be responsible for increasing unit sales of the company, therefore applicants must have an extraordinary sales record to be able to add value.

#### Responsibilities

- Achieves, set monthly recurring revenue target. Focuses on revenue growth and account penetration within an assigned territory and/or market segment by effectively selling the company's products and/or related services
- · Personally contacts and acquiring new customers.
- Promotes/sells/secures orders from prospective customers through a relationship-based approach.
- Demonstrates products and services to potential customers and assists them in selecting those best suited to their needs
- Makes telephone calls and in-person visits and does product presentations to prospective customers.
- Implements an effective sales & communication plan in conjunction with Head of Department to attack the Market
- Attends to regular face to face client visits / meetings to gain a comprehensive understanding of their existing business needs assisting in enhancing the team's ability to service the same.
- · Propose new initiatives, plans and programs to improve the effectiveness of the Business Sales Reports
- Maintains Customer Information for current & future purpose
- Prepare necessary reports and statistics as required by the business on a timely basis

# **Education & Qualifications**

Bachelor degree in Business Management

### Requirements

6 years of experience selling Cyber Security, Access Control and CCTV equipments.

# **Reporting To**

Country Manager

# **Driving Licence**

Not Required