



# Job Description

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<b>Job Title</b> Sales Executive	<b>Job Location</b> Dar es Salaam	<b>Category</b> Sales
<b>Job Type</b> Full Time	<b>Job level</b> Intermediate	<b>Industry</b> Security, Safety & Defense
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

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<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Security, Safety & Defense: 4 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> Sales: 3 Years	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

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The Sales Executive position will be responsible for increasing unit sales of the company. The key purpose of this role is the development and maintaining the growth of Solutions in a specific geographical area

## Responsibilities

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- Effective development of new business in line with sales targets
- Customer Retention and corporate account management
- Effective compilation of sales quotations and tender documentation in the region in compliance with business strategy
- 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.
- Acting as a contact between a company and its existing and potential markets;
- Negotiating the terms of an agreement and closing sales;
- Gathering market and customer information
- 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

## Education & Qualifications

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- Bachelor's Degree in relevant discipline

## Requirements

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- Minimum of 3 years' experience in a professional sales environment (industry related experience essential) with a proven track record of closing deals and achieving targets.
- Experienced in dealing with senior executives.
- Previous experience in Security Solutions advantageous.
- Experience in long sales cycles essential
- Demonstrated ability to deal with high profile individuals
- Solid understanding of the fundamentals of project management and be able to formulate accurate proposals/tenders from start to finish (Essential)

## Driving Licence

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Not Required

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