

Job Description

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Job TitleJob LocationCategorySales ExecutiveDar es SalaamSalesJob TypeJob levelIndustry

Full Time Intermediate Security, Safety & Defense

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget Max Budget Primary Industry

- Security, Safety & Defense: 4 Years

Secondary Industry Primary Category Secondary Category

- Sales: 3 Years -

Certificate Qualification

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Summary

Thee 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

- · 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

· Bachelor's Degree in relevant discipline

Requirements

- 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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