



Job Description

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Job Title Sales Executive	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Automotive
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 3 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Sales Executive role involves building and maintaining strong relationships with major customers, identifying and engaging promising prospects, and selling vehicles by developing relationships and recommending solutions.

Responsibilities

- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Identifying promising prospects through cold-calling, networking, social media, and customer referrals.
- Sell vehicles by establishing contact and developing relationships with prospects, recommending solutions.
- Overcoming objections, asking for sales, negotiating prices, and completing sales and purchasing contracts.
- Ensuring that all sales administration and customer service activities run smoothly.
- Explaining warranties and services.
- Maintain a list of new/existing customers and occasionally communicate with them to discuss business opportunities.
- Maintaining accurate records of the total number of sales made, potential and existing customers.
- Conduct in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.
- Maintaining accurate records of daily activities and updating the customer database.
- Attending trade exhibitions, conferences, and meetings that can generate business for the company
- Maintaining relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Preparing reports by collecting, analyzing, and summarizing information.
- Maintaining professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Performing other duties as assigned by the Manager whatever the place, the time, the department, or the company
- And any other duty assigned by the sales manager and management

Driving Licence

Not Required

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