



# Job Description

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

<b>Job Title</b> Sales Executive- Vehicles	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Intermediate	<b>Industry</b> Automotive

**Open to Expatriates**  
Only Open to Tanzanian Nationals

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Automotive: 3 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

This role involves driving vehicle sales across all brand motor vehicle models by effectively engaging prospects, understanding customer needs, and providing tailored vehicle solutions. It will be critical in meeting monthly and quarterly sales targets while contributing to the growth of the automotive market share. The role also includes developing and executing sales strategies, managing customer relationships, and ensuring a high level of customer satisfaction throughout the sales process. Additionally, the position will require maintaining an in-depth knowledge of vehicle models, market trends, and competitor activities, while collaborating closely with other teams to support the overall business objectives and expand the customer base.

## Responsibilities

- Engage with walk-in and online customers to present and sell vehicle models.
- Conduct test drives and explain vehicle features, pricing, financing options, and aftersales services.
- Follow up with leads and convert prospects into confirmed sales.
- Prepare and process tender documents where required.
- Dealing with B2C, B2B, B2G and H2H.
- Maintain accurate records of all sales activities and customer interactions.
- Achieving a minimum of 3 vehicle sales per month during the probation period.
- Stay updated on new product offerings, competitor activities, and market trends.
- Collaborate with the marketing and customer service teams to enhance customer experience.

## Education & Qualifications

A Diploma or Degree in Sales, Marketing, Business Administration, or a related field is an added advantage

## Requirements

A minimum of 3 years' experience in sales, preferably in automotive, telecom, banking, or a similar sector.

## Characteristics

- Strong interpersonal and communication skills.
- Proven ability to meet or exceed sales targets.
- Knowledge of tender processes is an added advantage.
- Quick learner with the ability to adapt to changing customer needs and product offerings.
- Self-driven, flexible, and customer focused.
- Driving Manual Transmission

## Driving Licence

---

Not Required

To Apply for This Job [Click Here](#)