



Job Description

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

Job Title Sales Executive(Credit Card)	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Manufacturing

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Manufacturing: 4 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

This role involves marketing and selling credit cards to consumers. The sales person identifies potential buyers and convinces them to buy the credit cards. He/she does this by explaining the benefits the buyer.

Responsibilities

- Sell VISA cards, Mastercards, SIM cards and ID cards to banks and telecom operators within The United Republic of Tanzania.
- This is a project sales job, which means that from the moment of first contact with a customer to the final invoicing can take several months.
- Achieve own department's deployed quality objectives and targets. Also reach own sales target.
- Take charge of customers/orders and providing the necessary information about our products in term of type of product, price (Sale quotation), delivery time, term & conditions in due time.
- Take responsibility of outstanding invoices (over the time mentioned in the contract)
- Search and identify locally new potential markets and customers.
- Be responsible to issue the department action plan together with the team.
- Supervise and control own customer service team to work efficiently and effectively through work instructions and customer requirements. And also keep the team updating about new products and procedures
- Cooperate working with technical team to introduce new products and services to our customers.
- Continually collect, analyze and monitor information from customers in order to improve the performance of customer satisfaction.
- Collect and analyze customer – related information about the market situation in the local perspective and report them to the Country Lead in order to meet future needs and expectations of customers.
- Be able to fill out tenders meticulously and submit in time
- Communicate with the customers to review the customer-specific requirements in order to offer solutions, prices, and schedule of his products.
- Coordinate with relevant supply function, production / personalization department regarding to the order status, artwork status, scheduling, as well as providing every updated information from customer services to them.
- Work with customer service department to track running orders, pushing for your customers to get the fastest delivery

Education & Qualifications

- Master's degree or equivalent experience
- Must have a driving license

Requirements

- Possess interpersonal skills and service-oriented mindset.
- Possess applicable working knowledge and skills particular to teambuilding and problem solving.
- Can work independently prioritizing any tasks under constraints of time.
- Be communicative with good command of English both spoken and written.
- Can apply knowledge in computer skill (MS office, Outlook)
- Be able to creatively find solutions under pressure
- Strong analytical and problem-solving skills
- Ability to think outside of the box and come up with creative solutions
- Apply logic and common sense to daily work situations

Driving Licence

Not Required

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