

Job Description

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Job Title

Sales Manager - Corporate Business (

Dar es Salaam)

Job Location

Dar es Salaam

Category

Industry

Job Type Full Time Job level Manager

Manufacturing

Open to Expatriates

Open to Expatriates & Local Nationals

Minimum Requirements

Min Budget Max Budget Primary Industry

- Manufacturing: 3 Years

Secondary Industry Primary Category Secondary Category

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Certificate Qualification

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Summary

Sales Manager will be responsible to lead a team of sales representative to focus on corporate & institutional clients the ideal candidate must be able to Sell (upsell & Cross Sell) our premium quality Decorative Paints , Wood Coatings and Construction Chemicals as a solution to all our clients in all target industries and regions.

Responsibilities

Relationship Management

- Coordinate with customer and team members to effectively communicate all customer requirements with respective departments within the company.
- Create new customers and manage existing client relationships (new and existing).
- · Build and maintain cordial relationships with all customers.
- Represent the company at all fronts on a professional manner.

Operational Functionalities

- Focus on team sales and collection.
- Contribute to the market research as and when required.
- Ensure sales targets are met in all product segments.
- Coordinate within the team and with other departments to ensure best customer service experience for all clients.
- Collecting all competitor information and sharing with the management from time to time.
- · Extensive travelling within Tanzania will be required.

Risk Mitigation

- Ensure all specs and financials have been agreed upon before supplies to the clients.
- Conduct all after sales service activities as may be required to ensure positive customer feedback and repeat business.
- Ensuring timely payment of all out standings, avoid any credit risk.
- · Contributing to team target to ensure overall constitution.
- Ensure maximum up selling and cross selling of products to all its clients.
- Assist with marketing and training activities as and when required.

Education & Qualifications

- Bachelor Degree in Civil Engineering, Quantity Surveying, Architecture preferable.
- Relevant experience in sales with a bachelor's degree.

Requirements

- Minimum of 5 years sales experience in decorative paint industry.
- Added advantage is experience in institutional sales and projects.

Characteristics

- Sales acumen and driven by numbers.
- · Disciplined, motivated and focused
- Ability to handle sales pressure and work towards monthly targets.
- · Good communication skills.
- Ability to establish and maintain client relationships.
- Ability to coordinate with different departments and senior management.
- Presentable personality

Reporting To

General Manager - Corporate Business

Driving Licence

Not Required

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