



Job Description

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

Job Title Sales Manager (Fiberglass & Metal)	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Manager	Industry Construction
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Construction: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

We are seeking a highly motivated Sales Manager with a proven track record in B2B sales, particularly in industries such as Locomotives, Infrastructure, Automotive, Industrials, Mining, and Electrical.

Responsibilities

- Identify and prospect potential corporate clients in various industries inclusive of Locomotives, Infrastructure, Automotive, Industrials, Mining and Electrical, with a focus on securing long-term partnerships.
- Develop and implement strategic sales plans to achieve sales targets and objectives.
- Build and maintain strong relationships with key decision-makers within target organizations.
- Conduct product presentations and demonstrations to showcase the benefits and features of our products.
- Negotiate contracts and terms of agreement with clients to ensure mutually beneficial outcomes.
- Collaborate with internal teams, including marketing and production, to address client needs and requirements effectively.
- Stay updated on industry trends, market developments, and competitor activities to inform sales strategies.
- Provide regular reports on sales performance, market trends, and customer feedback to management

Education & Qualifications

- Bachelor in Business Administration or any relevant field.

Requirements

- Proven track record of success in B2B sales, with a focus on establishing and managing corporate accounts in the industries such as Locomotives, Infrastructure, Automotive, Industrials, Mining and Electrical
- Knowledge of Metal and fiberglass products or related industries is advantageous but not essential.

Characteristics

- Strong networking and relationship-building skills, with the ability to influence and persuade decision-makers.
- Highly motivated and results-oriented, with a drive to exceed sales targets and objectives.
- Excellent communication and presentation skills, both verbal and written.
- Ability to work independently and as part of a team in a dynamic and fast-paced environment.

Driving Licence

Not Required

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