



Job Description

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Job Title Sales Manager (Mwanza & Dar es Salaam)	Job Location Mwanza	Category Sales
Job Type Full Time	Job level Intermediate	Industry Construction, Manufacturing
Open to Expatriates Only Open to Tanzanian Nationals	Salary TZS 1M - 1M net salary	

Minimum Requirements

Min Budget TZS 1,000,000	Max Budget TZS 1,500,000	Primary Industry -
Secondary Industry -	Primary Category Sales: 2 Years	Secondary Category -
Certificate -	Qualification -	

Summary

This role will be in charge of driving sales of the company. Motivate the sales team to achieve sales targets and oversee sales strategy.

Responsibilities

- Responsible for developing local engineering machinery customer in the construction and mining industry who need excavator, motor grader, compactor, crane, tipper trucks and mining trucks, etc
- Developing the key-accounts or leading customer in the industry and maintain a good relationship
- Supporting sales promotion and events of company products
- Participating in the tenders for equipment
- Ensures that short, medium, and long term sales targets are achieved. Visits clients' sites or offices from time to time including travel.
- Works with the finance team on all clients' invoicing and payment related issues.
- Constantly works with the Customer Support team ensuring that clients are getting the desired services.
- Liaises with top management and other line managers to understand the scope of service delivery, activity and commitments suitable for clients.

Education & Qualifications

- Bachelor's degree in Sales and Marketing or related fields
- Proficiency in English reading and writing

Requirements

- More than 3 years' work experience in the related fields

Characteristics

- Sensitivity to the market, being good at capturing market opportunities,
- Having good communication and expression skills, and interest in the Construction machinery industry

Driving Licence

Not Required

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