



Job Description

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Job Title Sales Representative	Job Location Dar es Salaam	Category Sales
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: 5 Years
Secondary Industry -	Primary Category Sales: 5 Years	Secondary Category -
Certificate -	Qualification -	

Summary

Focus on our corporate & institutional clients the ideal candidate must be able to Sell (upsell & Cross Sell) our premium quality Paints and Speciality Coatings as a solution to all our clients in all target industries.

Responsibilities

Relationship Management

- Coordinate and 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 individual and team sales across all products and industry segments.
- 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.
- Travelling within and outside Dar may be required from time to time.

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 outstandings, avoid any credit risk.
- Contributing to not only individual target but also to the team target to ensure overall constitution.
- Ensure maximum upselling and cross selling of products to all its clients.
- Assist with marketing activities as and when required.

Education & Qualifications

- Bachelors in Civil Engineering, QS, or Architect preferable.
- Good communication skills both in Kswahili and English (Chinese / Mandarin will be added advantage).

Requirements

- Minimum of 5 years sales experience in paint industry but not a must.
- Open to other industries in construction segment including building materials, construction chemicals, Ready Mix Concrete etc.
- Added advantage is experience in institutional sales and projects.

Characteristics

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

Reporting To

- Manager - Sales

Driving Licence

Not Required

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