



Job Description

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Job Title Sales Representative	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: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Sales Representative will be responsible for driving sales and business development by promoting and selling high-quality paints and specialty coatings to corporate and institutional clients. The role requires managing client relationships, identifying new opportunities, achieving sales targets across various industry segments, and coordinating internally to ensure smooth delivery and after-sales service.

Responsibilities

Relationship Management

- Establish and maintain strong relationships with new and existing clients.
- Represent the company in a professional manner across all client touchpoints.
- Act as a liaison between clients and internal teams (sales, accounts, logistics, production).

Sales & Market Development

- Sell, upsell, and cross-sell products across various industries and client segments.
- Achieve individual and team sales targets.
- Conduct market research and provide insights to management.
- Identify new customer opportunities and contribute to business growth.

Operational Execution

- Ensure coordination between departments to fulfill client requirements.
- Provide timely responses and solutions to client needs.
- Travel within and outside Dar es Salaam to meet clients and support sales activities.

Risk Mitigation & Customer Service

- Confirm product specifications and financial agreements before order execution.
- Deliver after-sales service to ensure client satisfaction and retention.
- Monitor and ensure timely payment to reduce credit risk.
- Support conflict resolution and contribute to minimizing bad debts.

Team Support & Marketing

- Support team goals and contribute to overall sales performance.

- Assist in marketing and promotional activities as needed.

Education & Qualifications

- Bachelor's degree in Civil Engineering, Quantity Surveying, Architecture, or a related field or bachelor's degree in any field with relevant sales experience.

Requirements

- Minimum 5 years of experience in sales (preferably in the paint, construction materials, chemicals, or Ready Mix Concrete industries).
- Experience in institutional and project-based sales is an added advantage.

Characteristics

- Strong sales acumen and target-driven mindset.
- Self-disciplined, motivated, and results-focused.
- Ability to work under pressure and meet monthly sales targets.
- Excellent communication skills in English and Kiswahili (Mandarin is an added advantage).
- Ability to build and manage relationships with clients and internal teams.
- Professional, presentable, and capable of representing the company externally.
- Team player with strong coordination and follow-up skills.

Driving Licence

Not Required

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