



Job Description

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Job Title Sales Representative- Kariakoo	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Automotive
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 2 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Sales Representative – Kariakoo will be responsible for driving motorcycle sales at the wakala outlet through direct customer engagement, product demonstrations, and effective sales conversion. The role involves managing customer inquiries, maintaining strong customer relationships, ensuring proper showroom presentation, and handling essential sales documentation. The ideal candidate will be proactive, customer-focused, and capable of achieving set sales targets while representing the company's brand values at all times.

Responsibilities

Sales & Customer Acquisition

- Engage with walk-in customers at wakala outlet to promote motorcycle sales.
- Conduct product demonstrations and explain USP features, benefits, promotional activities.
- Achieve individual and wakala outlet sales targets.

Customer Relationship Management

- Build rapport with potential and existing customers to encourage repeat purchases.
- Follow up on leads (phone calls, social media inquiries, referrals).
- Handle customer objections and close sales effectively.

Inventory & Showroom Management

- Ensure showroom motorcycles are clean, well-displayed, and tagged with correct pricing.
- Monitor stock levels and inform management about fast/slow-moving models.

Sales Documentation & Process Handling

- Prepare sales contracts, invoices, and necessary paperwork.
- Coordinate with the finance and registration team for smooth ownership transfers.

After Sales Feedback & Reporting – Promotion & Local Marketing – After Sales Support

- Collect customer feedback after delivery to understand satisfaction levels and improvement areas.
- Assist in organizing local marketing activities (roadshows, activations, community events).
- Support customers with basic after-sales guidance, service scheduling, and warranty-related information.
- Prepare daily/weekly sales reports for management review.

- Coordinate with the after-sales/service team to resolve customer issues quickly.

Education & Qualifications

- Diploma or Bachelor's degree in Sales & Marketing, Business Administration, or related field.

Requirements

- 1–2 years experience in retail, showroom sales, field sales, or customer-facing roles.
- Experience in motorcycle, automotive, electronics, or FMCG sales is an added advantage.
- Demonstrated ability to achieve and exceed sales targets.
- Experience handling sales documentation and customer follow-ups.

Characteristics

- Strong communication and people skills.
- Confident, persuasive, and customer-oriented.
- Ability to work in a fast-paced retail environment.
- Good negotiation and closing skills.
- Highly motivated, self-driven, and target-focused.
- Professional appearance and behavior.
- Strong organizational and time-management abilities.
- Ability to build and maintain customer relationships.
- Integrity, reliability, and a positive attitude.

Driving Licence

Not Required

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