



# Job Description

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

**Job Title**

Sales Representative – Oil & Gas and Large Infrastructure Projects

**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

Our focus is on corporate and institutional clients in the Oil & Gas sector as well as large infrastructure projects. The ideal candidate will be skilled in selling, upselling, and cross-selling our premium specialty coatings, particularly from PPG, including automotive coatings, to the Oil & Gas industry and other specialized sectors.

## 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 the best customer service experience for all clients.
- Collecting all competitor information and sharing it with the management from time to time.
- Traveling 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 outstanding, avoiding any credit risk.
- Contributing to not only individual targets but also to the team targets 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.
- Relevant experience in selling Oil & Gas and / or automotive coatings.

## Characteristics

---

- Minimum of 5 years sales experience in paint industry.
- Added advantage is experience in institutional sales and projects.

## Reporting To

---

- General Manager

## Driving Licence

---

Not Required

To Apply for This Job [Click Here](#)