



Job Description

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Job Title Sales Team Trainer	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Middle-Management	Industry Insurance

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry -
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The goal is to promote efficiency and competitive advantage by developing the skills of personnel through our products to the Staff / Direct Sales Team/ Agencies and Banks.

Responsibilities

1. Liaise with Heads of retail and bancassurance departments to determine training needs and schedule training sessions
2. Design effective training programs
3. Coordinate individual and team performance review sessions to discuss strengths and weakness.
4. Conduct seminars, workshops, individual training sessions etc. to the external clients and customers as required by Head of corporate business, retail/agency and bancassurance.
5. Prepare educational material such as module summaries, videos
6. Support and mentor new sales employees in bancassurance
7. Monitoring sales objectives and results by report on impact of training programs (e.g., Sales achieved)
8. Analyse day to day needs for training in the sales team.
9. Stay up-to-date with the latest market trends and demands of a corporate sales environment.

Education & Qualifications

A bachelor's degree in preferably in a Business-related field, Sales and Marketing, OR any relevant studies
5 years experience as a Sales Training specialist, corporates sales or similar role.
Management of team for at least 5 years

Requirements

1. Experience in sales
2. Impeccable written and verbal communication skills
3. Reliable and self-driven team player with strong interpersonal and persuasive skills
4. Capacity to work with minimum supervision to meet strict deadlines as well as willingness to work outside normal working hours depending on the demands of the job.
5. Excellent people management skills, Leadership skills , Innovative and motivating attitude
6. Proven planning and organization skills
7. Strong project management skills
8. Proficient in the use of Microsoft office software

- 9. Ability to develop working relationships with a wide range of internal and external partners and stakeholders.
- 10. Ability to interact effectively with clients of diverse backgrounds, including C-suite.

Reporting To

Head of Bancassurance

Driving Licence

Not Required

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