

Job Description

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Job TitleJob LocationCategorySales Trainees - Simusolar LimitedDar es SalaamSales

Job Type Job level Industry

Full Time Entry Renewable Energy

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget Max Budget Primary Industry

- Renewable Energy: 1 Years

Secondary Industry Primary Category Secondary Category

- Sales: 1 Years -

Certificate Qualification

- -

Summary

This position requires a result driven individual, who is a self-starter, confident, hardworking, a problem solver with good communication skills. Duties include sale presentations, product demonstrations, negotiating contracts with potential clients & customer management of customers.

In order to be successful in this role, you will need to develop a deep understanding of the sales process and dynamics, demonstrate good knowledge of our products or service offering and have good interpersonal skills.

NB: Candidate should be ready and flexible to be relocated to any of these regions; Dar Es salaam, Morogoro, Mbeya, Iringa, Mwanza, Muleba, Musoma, Dodoma and Arusha.

Responsibilities

- Understand and promote the company products and services.
- Visiting clients and potential clients to evaluate their needs and/or promote our products and services
- Generating leads
- Negotiating & Closing terms and contracts with prospective customers
- Answering customer questions about terms, service offering & availability
- · Maintaining customer records
- · Preparing and submitting sales contracts
- Manage & Facilitate an environment to ensure customers make timely payments
- Preparing and submitting sales contracts
- Meeting or exceeding set sales goals
- Coordinating sales efforts in marketing sponsored programs.
- Giving sales presentation to a range of prospective customers.

Education & Qualifications

• Diploma/Advanced/Bachelor's in Business, Marketing or relevant discpline

Requirements

Atleast one year experience in related field

Characteristics

- Good presentation skills
- . Good communications skills
- Demonstrated ability to work proactively and constructively with team members and other departments

Driving Licence

Not Required

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