



Job Description

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Job Title Sales Trainees - Simusolar Limited	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Entry	Industry 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 Sales: 1 Years	Secondary Category -
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.

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 discipline

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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