



Job Description

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

Job Title Senior Account Executive - IT & Software	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry IT & Software
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry IT & Software: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The primary responsibility of this role is to drive sales of our solutions within designated territories or industries. The ideal candidate will have a proven track record in B2B sales, a strong understanding and experience selling complex solutions to diverse client.

Responsibilities

- Work with Business Development to develop and execute strategic sales plans to achieve sales targets and expand our customer base in the target sectors.
- Identify and pursue new business opportunities, including market research and prospecting.
- Identify and prioritize key prospects and decision-makers within target accounts.
- Conduct thorough research of the industry/sector as well as needs assessments to understand client requirements and pain points with regards to all company solutions
- Work with Business Development to articulate the value proposition of our client solution to prospective clients through product demonstrations, presentations, and proposals.
- Collaborate closely with Business Development and client delivery teams to ensure seamless integration and customer satisfaction.
- In collaboration with the Partner-in-charge, negotiate contracts and close sales agreements while maintaining a high level of customer satisfaction post-sale.
- Keep abreast of industry trends, competitive landscape, and regulatory changes affecting the markets/industry to effectively position company services and solutions to the market
- In liaison with the various company service line leaders and BD team, attend industry conferences, networking events, and trade shows as appropriate to network, generate leads and build relationships within the target sectors.

Education & Qualifications

Bachelor's degree in business, sales and Marketing or a related field.

Requirements

- Proven track record of at least 5 years in B2B sales in services sector.
- Experience in selling ICT solutions of technology related industry, added advantage.
- Proven track record of meeting or exceeding sales targets.

Characteristics

- Excellent communication, presentation and negotiation skills.
- Excellent analytical and problem-solving skills.
- Ability to work independently and manage multiple priorities.

Driving Licence

Not Required

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