



Job Description

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Job Title Senior Sales Executive	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Leisure & Hospitality

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Leisure & Hospitality: 2 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

We are seeking a dynamic, self-driven, and strategic Senior Sales Executive to lead the sales of company's memberships, accommodations, and event packages, while also being flexible to support sales efforts across the broader company's portfolio. This role requires a results- oriented individual with strong business acumen, a proven track record in driving revenue growth, and the ability to develop lasting client relationships.

Responsibilities

1. Sales Strategy & Execution

- Drive the sale of Company's services (memberships, accommodations, event hosting) and other company's products as needed.
- Identify and pursue new business opportunities through proactive outreach, relationship- building, and market engagement.
- Develop and execute sales strategies that align with company goals and deliver measurable results.
- Prepare and present tailored proposals and pitches to prospective clients.
- Conduct regular client visits to nurture corporate and institutional relationships.
- Achieve and exceed monthly and quarterly sales targets across assigned product lines.

2. Lead Generation & Client Acquisition

- Source leads via networking, cold calls, email campaigns, referrals, and in-person meetings.
- Qualify leads and manage the full sales cycle, from introduction to closure.
- Maintain a pipeline of active prospects and ensure consistent follow-up.

3. Client Relations & Retention

- Act as the primary point of contact for members and clients, ensuring a high standard of service delivery.
- Resolve client issues promptly and professionally to ensure satisfaction and loyalty.
- Conduct regular check-ins with existing members to promote renewals and upsell opportunities.
- Engage with clients through direct communication and company-managed social media

4. Marketing & Outreach

- Collaborate with the marketing team to execute promotional campaigns that drive brand awareness and sales.
- Represent the company at trade shows, exhibitions, and community events.
- Utilize digital platforms to promote offerings, including social media and email marketing.

5. Reporting & Analytics

- Maintain accurate records of sales activities, client interactions, and service feedback.
- Generate weekly and monthly reports on sales performance, customer feedback, and market trends.
- Provide insights and recommendations to management for product and service improvements.

6. Market Intelligence & Feedback

- Monitor industry developments, competitor activities, and customer preferences to inform sales strategies.
- Provide timely feedback to management regarding market dynamics and client needs.

7. Cross-Departmental Collaboration

- Work closely with other teams (e.g., Events, Customer Relations, Marketing) to ensure a seamless and coordinated client experience.
- Participate in internal strategy meetings and contribute to sales planning and innovation efforts.

Education & Qualifications

- Bachelor's degree in Business, Marketing, or a related field.
- Proficiency in CRM tools and Microsoft Office Suite.

Requirements

- Minimum 2 years of proven sales experience, preferably in hospitality, lifestyle services, or B2B.

Characteristics

- Strategic thinker with strong planning and execution skills.
- Self-motivated with a high sense of ownership and accountability.
- Strong communicator with the ability to build and maintain client trust.
- Results-driven and resilient in achieving ambitious sales goals.
- Comfortable working across multiple product categories and industries.
- Strong presentation and negotiation skills.

Driving Licence

Not Required

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