



Job Description

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Job Title Senior Sales Representative	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Automotive

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 3 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Senior Sales Representative will play a key leadership role in driving the performance and growth of the organization. This position is responsible for overseeing daily sales operations, guiding and motivating the sales team and agents, and ensuring the entire sales process is smooth, efficient, and customer-focused. The individual will also support strategic planning, staff coaching, and coordination with administrative and logistics functions to maintain a high-performance.

Responsibilities

- Ensuring all dealership activities are well executed.
- Guiding and motivating the sales team and agents to meet targets.
- Developing and implementing sales strategies.
- Addressing sales related issues and challenges.
- Coaching and training sales, admin and agents.
- Ensuring process of sales is smooth, fast and simple.
- Ensuring all logistic operation are taken care of i.e. security, cleanness, parking etc.

Education & Qualifications

- Bachelor's degree in Sales & Marketing, Business Administration, Commerce, or a related field.
- Professional certifications in sales, customer service, or leadership (added advantage).

Requirements

- Minimum of 3 years of experience in sales, preferably in the automotive, retail, or dealership sector.
- Proven track record of meeting or exceeding sales targets.
- Demonstrated experience managing or supervising a sales team.
- Experience in developing and executing sales strategies.

Characteristics

- Strong leadership and team motivation abilities.
- High level of integrity, professionalism, and customer service orientation.
- Strong negotiation, persuasion, and interpersonal skills.
- Results-driven and able to work under pressure.
- Excellent problem-solving and decision-making skills.
- Ability to multitask, stay organized, and maintain operational standards.
- Positive attitude, strong work ethic, and commitment to continuous improvement.

Driving Licence

Not Required

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