



Job Description

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Job Title Technical Sales Representative	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Manager	Industry Engineering, Construction
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Engineering: 3 Years
Secondary Industry Construction: 3 Years	Primary Category Sales: 4 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The Tech Sales Manager will be responsible to establish, develop and maintain business relationships with existing and prospective customers to generate new business.

Responsibilities

- Strive to achieve monthly and annual sales targets.
- Tender management: tender purchase, tender book preparation, submission, and proper online and hardcopy record keeping
- Understand Customers' needs and recommend suitable products.
- Gather relevant market information, inform Marketing & Sales Manager on potential projects and competitor behavior.
- Research sources for developing prospective customers and for information to determine their potential
- Analyze the market potential and the value of prospective and existing customers
- Plan and organize personal sales strategy in line with company goals and strategy.
- Understand market potential, establish market share with a view to increasing the same.
- Co-ordinate with the production/operations department to produce goods for customers.
- Co-ordinate with the stores department for the prompt delivery of goods against all customer orders.
- Coordinate with the finance department for finance-related matters pertaining to the customers
- Expedite the resolution of customer problems and complaints.
- Provide management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends
- Organize and /or participate in trade shows and exhibitions when necessary
- Training the sales teams on product knowledge and product application thus enabling them to better sell products

Education & Qualifications

- A Civil Engineering, quantity surveying, building economics or a construction-related degree

Requirements

- Work experience in the building industry either in construction, consultancy, or sales for at least 5 years
- Strong business acumen
- A drive for results and an affinity for high-quality standards
- Strong communication and interpersonal skills, including excellent presentation skills

Driving Licence

Not Required

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