



# Job Description

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**Job Title**

Technical and Specification Sales  
Manager

**Job Location**

Dar es Salaam

**Category**

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**Job Type**

Full Time

**Job level**

Manager

**Industry**

Construction, FMCG, Retail & Wholesale

**Open to Expatriates**

Only Open to Tanzanian Nationals

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## Minimum Requirements

**Min Budget**

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**Max Budget**

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**Primary Industry**

Construction: 5 Years

**Secondary Industry**

FMCG, Retail & Wholesale: 3 Years

**Primary Category**

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**Secondary Category**

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**Certificate**

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**Qualification**

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## Summary

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

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## Responsibilities

- Actively promote cross-material specifications (ceiling solutions)
- Build up / maintain strong relationships with specifiers within the territory
- Excellent market knowledge and reputation in own territory
- Introduce and promote new products into the territory (guided by global
- Product Management
- Manage product or service claims with customers as per guidelines
- Being the first point of contact for specifiers within a complete project lifetime
- (planner, architect, investor)
- Effective utilization of travel expense budget
- Actively promote product range through seminars, promotions,
- presentations, exhibitions etc.
- Actively target competitor friendly architects in order to convert projects and loyalty company solutions
- Application of technical & product knowledge, basic financial
- understanding
- Daily use/maintenance of CRM system to manage project funnel
- Follow upcoming projects (data sourced from BNC, BCI, or equivalent)
- Participate in exhibitions, sales meetings
- Locate, identify and acquire new potential clients
- Maintain close relationships to distribution partners and contractors and
- provide project leads
- Build up a strong and loyal sales network in the region
- Push for total system sales

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## Education & Qualifications

- Profound technical knowledge
- Degree in architecture, civil engineer or MBA

- Long term experience in the building industry

## Characteristics

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- MS office tools
- Ability to coordinate and manage multiple projects simultaneously
- Personal and inter-personal skills
- Help to promote launch of new products
- Excellent verbal and written English skills
- Ready to travel for coaching purpose
- People skills
- Required to be highly motivated team player to work very closely with both Head of Sales Africa and regional team
- Providing training/share knowledge to new colleagues if requested
- Self motivated, persistent and polite character

## Reporting To

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Solid: Head of Sales Africa

Dotted: Commercial Director MEA+, Internal Sales Team

## Driving Licence

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Not Required

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