



# Job Description

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<b>Job Title</b> Technical Sales Manager	<b>Job Location</b> Dar es Salaam	<b>Category</b> Sales
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> Engineering, Construction

**Open to Expatriates**  
Only Open to Tanzanian Nationals

## Minimum Requirements

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

## Summary

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

## Responsibilities

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- 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

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

## Requirements

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- 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

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Not Required

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