

Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title

Technical and Specification Sales

Manager

Job Location

Dar es Salaam

Category

Job level Job Type

Full Time Manager Industry

Construction, FMCG, Retail & Wholesale

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget **Max Budget**

Primary Industry

Construction: 5 Years

Secondary Industry

Primary Category

Secondary Category

FMCG, Retail & Wholesale: 3 Years

Qualification

Summary

Certificate

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

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 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

Education & Qualifications

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

· Long term experience in the building industry

Characteristics

- 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

Solid: Head of Sales Africa

Dotted: Commercial Director MEA+, Internal Sales Team

Driving Licence

Not Required

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