



Job Description

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

Job Title Technical Sales Manager	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Manager	Industry Construction, FMCG, Retail & Wholesale
Open to Expatriates Only Open to Tanzanian Nationals	Salary TZS 4M - 6M net salary	

Minimum Requirements

Min Budget TZS 4,000,000	Max Budget TZS 6,000,000	Primary Industry Construction: 5 Years
Secondary Industry FMCG, Retail & Wholesale: 3 Years	Primary Category -	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

- Actively promote cross-material specifications (KCS 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 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 to KCS 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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