



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 Automotive

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Automotive: 4 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

To provide on-site technical support to workshops and fleet partners as company's business needs as well generating a sales pipeline to support the budget and revenue growth.

Responsibilities

Field Support:

- In conjunction with the Africa Market Sales Manager, provide on-site technical support to workshops and fleets in Tanzania.
- Regularly visit and provide support / education to the company's appointed Expert Network Workshops, Distributors, and the workshops of Company's fleet partners.
- Provide on-site investigation of repetitive / queried warranty claims and investigate cases of low / underperforming products.
- Assist Company's workshops or fleet partners with their first installations of retro-fit products (e.g. Trailer Electronic Braking Systems & Driver Assistance Systems).
- Supply frequent feedback of market status and identified opportunities within the designated sales countries (incl AFRICAN countries).
- Support warranty claim handling from workshops and IAM distributors.
- Collect and maintain information in reporting system.

Technical training:

- Provide technical training to customers and other interested parties (theoretical & practical).
- Training to cover braking, suspension & chassis control systems, providing product & system knowledge and the use of service tools and diagnostic equipment in line with Company's EMEA standards.
- Training provided both onsite and offsite.
- Learning and understanding of new technology on Commercial Vehicles.
- In coordination with Account Management provide bespoke technical training for distributors.

Sales:

- Plans sales volumes and potential of all potential customers in the region assigned.
- Provides information via CRM for forecasts and planning.
- Analyzes the specific market conditions, and builds a sound market related network of stakeholders.
- Spots opportunities for local product and service portfolio solutions.

- Prepares customer contacts.
- Prepares and negotiates proposals, in cooperation with other involved professionals and management.
- Coordinates the realization of assignments, may coordinate and contribute to set up respective product developments, projects or services programs.
- Act as a point of contact to customers in commercial matters.
- Reports sales and revenue related key reporting.
- Contributes to the development of After-Market business in the region.

Education & Qualifications

- Degree in Mechanical Engineering preferred.
- Professional technical and systems experience in a comparable environment, preferably in the Commercial Vehicle Industry within the field of Air Braking Systems
- The candidate must be dynamic and self-motivated with good communication and collaboration skills
- Extensive travel will be required as well as their own reliable vehicle and valid drivers' license

Requirements

Minimum of 4 years of experience.

Reporting To

Regional & African Market Sales Manager.

Driving Licence

Required

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