



Job Description

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Job Title Technical Sales Representative	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Construction

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Construction: 3 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Sales Representative will be responsible for establishing, developing and maintaining business relationships with existing and prospective customers to generate new business.

Responsibilities

- Listening to customer requirements and presenting appropriately to make a sale;
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails;
- Cold calling to arrange meetings with potential customers to prospect for new business;
- Responding to incoming email and phone enquiries;
- Acting as a contact between a company and its existing and potential markets;
- Negotiating the terms of an agreement and closing sales;
- Gathering market and customer information;
- Representing their company at trade exhibitions, events and demonstrations;
- Challenging any objections with a view to getting the customer to buy;
- Advising on forthcoming product developments and discussing special promotions;
- Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
- Liaising with suppliers to check the progress of existing orders;
- Checking the quantities of goods on display and in stock;
- Prepare sales report as scheduled
- Reviewing your own sales performance, aiming to meet or exceed targets;
- Gaining a clear understanding of customers' businesses and requirements;
- Making accurate, rapid cost calculations and providing customers with quotations;
- Feeding future buying trends back to employers;
- Attending team meeting and sharing best practice with colleagues.
- Liaise with the Training Centre Manager to facilitate mock ups and training for installers when a project client requests
- Liaise with finance department to ensure that his/her customers make timely payments
- Liaise with logistics department to ensure material reaches the customer on time
- Perform other duties as may be directed (Any Other Duties).

Education & Qualifications

- University Degree in Business Administration, Commerce, Marketing, or Equivalent.

Requirements

- Minimum three (3) years of experience of a similar role

Characteristics

- Good Communication Skills
- Attention to accuracy
- Communication and presentation skills
- Honesty and clear integrity
- Problem Solving
- Negotiation Skills
- Performance oriented

Driving Licence

Not Required

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