



Job Description

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Job Title Technical Sales Representatives	Job Location Dar es Salaam	Category Technical Sales
Job Type Full Time	Job level Intermediate	Industry Manufacturing

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Manufacturing: 3 Years
Secondary Industry -	Primary Category Technical Sales: 3 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The Tech Sales Representative 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 to Company 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 with 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

- Degree in Architecture, Civil engineering or MBA

Requirements

- Profound technical knowledge
- Long-term experience in the building industry
- MS office tools
- Ability to coordinate and manage multiple projects simultaneously Personal and interpersonal skills

- Help to promote the launch of new products
- Excellent verbal and written English skills
- Ready to travel for coaching purposes
- People skills
- Required to be a highly motivated team player
- Providing training/sharing knowledge to new colleagues if requested
- Self-motivated, persistent, and polite character

Driving Licence

Not Required

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