

Job Description

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Job Title Job Location Category

Trade Sales Representatives Dar es Salaam

Job Type Job level Industry

Full Time Supervisory Manufacturing

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget Max Budget Primary Industry

- - Manufacturing: 3 Years

Secondary Industry Primary Category Secondary Category
- Sales: 3 Years

Certificate Qualification

- -

Summary

The Sales Representative will be the key point of contact between the organization and the clients: answering queries, offering advice, and introducing new products. Organizing sales visits, demonstrating and presenting products, and establishing new business/customers.

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 two (2) years of experience

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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