



SANGOBUILD TANZANIA

SALES REPRESENTATIVE – NORTHERN ZONE

Sangobuild Tanzania Investments LTD invites the public to apply for a new role as Sales Representative -Northern Zone (Based in Arusha). Sangobuild Tanzania is a renowned supplier of building materials and Building Contractor registered by CRB. We are looking for a young and active individual to drive our sales operations in Northern Zone.

Responsibilities

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyse the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends

Requirements and skills

- Proven work experience as a Sales Representative
- Excellent knowledge of MS Office
- Familiarity with BRM and CRM practices along with ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Bachelor's degree in business or a related field/advanced Diploma

- At least 2 years of experience in Sales and Office Management
- Ability to use and operate in social media sales and business account management.

How to Apply

Send your cover letter and detailed Resume by email to info@sangobuild.co.tz by 25th September 2024. Ladies are encouraged to apply.

NOTE:

Do not attempt to reach out by a phone call or text messages.