Job Description

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Job Title
Cold-Calling Sales Representative

Job Location
Arusha

Category
-

Job Type
Full Time

Job level
Junior

Industry
Manufacturing

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget
-

Max Budget
-

Primary Industry
Manufacturing: 1 Years

Secondary Industry
-

Primary Category
-

Secondary Category
-

Certificate
-

Qualification
-

Summary

Generate new sales opportunities by contacting prospective customers, introducing the company's products or services, and arranging follow-up discussions or meetings for the sales team.

Responsibilities

- Make outbound calls to prospective customers using company-provided contact lists and other approved sources.
- Introduce the company and explain relevant products or services clearly.
- Ask questions to understand customer needs and identify potential sales opportunities.
- Arrange meetings or pass qualified leads to the appropriate sales team member.
- Follow up with prospective customers by phone and other approved channels.
- Record calls, customer details, outcomes and follow-up actions accurately in the CRM or sales tracker.
- Work toward agreed daily, weekly and monthly calling and lead-generation targets.
- Share customer feedback and market information with the sales team.
- Represent the company professionally in every interaction.

Requirements

- Previous experience in cold calling, telesales, telemarketing or customer-facing sales is an advantage.

Characteristics

- Strong spoken communication and listening skills.
- Confidence speaking with new people and handling customer objections politely.
- Good organisation and accurate record-keeping.
- Basic computer skills and ability to use a CRM or spreadsheet.
- Fluency in Swahili and English.
- Reliable, persistent and motivated to meet targets

Driving Licence

Not Required

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