Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title
Sales Executive

Job Location
Dar es Salaam

Category
-

Job Type
Full Time

Job level
Intermediate

Industry
Printing & Publishing

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget
-

Max Budget
-

Primary Industry
Printing & Publishing: 2 Years

Secondary Industry
-

Primary Category
-

Secondary Category
-

Certificate
-

Qualification
-

Summary

The Sales Executive is to develop and drive implementation of an Account Growth Strategy across Key customers within the allocated portfolio, maintain and extend our market share across existing and new customers, manage the sales accounts by creating and maintaining an effective service to customers, develop and implement strategies to achieve annual sales budgets and agreed working capital targets, develop new business opportunities, effectively manage the interface between the customer and our business, and manage and direct all resources assigned to supporting the allocated account portfolio.

Responsibilities

• Achievement of annual sales and new business budgets.
• Develop and maintain sustainable relationships with customers.
• Manage the monthly collection of customer forecasts and development of sales forecast.
• Identify new sales growth opportunities and follow-up to conclusion.
• Maintenance of all customer and new business opportunity information in Salesforce
• Maintain effective communication channels with key personnel at the plant.
• Manage demand and ensure continuity of supply.
• Preparation and participation in all Sales meetings
• Provide mentorship to the assigned Sales Administrator
• Initiate/ participate in product development projects and substrate trials to drive growth or cost reduction.
• Maintain a minimum twice monthly structured visit frequency to all regional customers and once every 2 months to customers in outlying areas.
• Attend to all quality incidents at customers and ensure the necessary RCA is done and communicated.
• Maintain finished goods inventory levels in line with business targets.
• Facilitate payment of overdue debtors
• Control and maintain all pricing schedules and ensure effective recovery of all adjustments.
• Provide report on market activity and all customer visits on a monthly basis.
• Participate in setting of budgets and key performance goals for each financial year.

• Promote our brand in the trade.
• Develop relationships with key personnel across MCC's Global sites to keep abreast of innovations within the Global Key Account.

Education & Qualifications

Degree or diploma in sales and marketing or related business qualification encompassing these disciplines will be an advantage.

Requirements

• 5 years account management/sales experience in the Label, Flexible packaging or closely related industry.

• Knowledge of the customers in this market, and personal contacts with them will be an advantage.

• Working experience on SAP or other ERP system will be an added advantage.

• Familiar with basic supply and demand planning methodology.

• 2-3 years working experience on Salesforce or another CRM platform.

• Highly proficient user of Microsoft Excel and PowerPoint.

Characteristics

• Must have effective presentation and communication skills.
• A high degree of flexibility
• Customer focused attitude and approach
• Must display high levels of initiative and problem-solving abilities.
• Excellent interpersonal skills including superior levels of both oral and written communication.
• A free thinker who has the ability to explore alternatives and new ideas.
• Self-disciplined with the ability to work independently with little supervision.
• Highly proficient user of Microsoft Office programs

We insist that our behaviors and attitudes embrace the following:

• Values: Actively endorse, practice, and promote our Core Values - Integrity, Passion, Creativity, Perseverance and Achievement.
• Teamwork: supporting, encouraging, and challenging colleagues within and across business units with the intent of achieving improved performance and professional productive relationships.
• Culture of Continuous Improvement: through the generation and execution of new ideas.
• Delivering on the Promise: through ensuring that commitments made to internal and external customers are executed as specified.

Reporting To

Sales Manager - EA

Driving Licence

Not Required

To Apply for This Job Click Here