



# Job Description

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

<b>Job Title</b> Sales Manager	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<b>Industry</b> Telecom Services & Equipment
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Telecom Services & Equipment: 5 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

Sales Manager will be responsible to lead our team specializing in solar energy solutions and generators for small and medium-sized enterprises (SMEs). As the head of this division, you will play a key role in shaping the commercial strategy, managing the team, and developing business opportunities. Your mission will be to maximize sales opportunities and achieve revenue targets while actively supporting our clients' transition to sustainable energy.

## Responsibilities

- Identify growth opportunities and define actions to expand the company's presence in this sector.
- Develop and implement a tailored sales strategy for the SME market focused on solar energy and generator solutions.
- Recruit, train, and supervise the sales team.
- Set individual and team sales targets and monitor progress.
- Conduct team meetings, track performance, and provide continuous coaching and training.
- Oversee the full sales cycle, from prospecting to contract closure, ensuring client satisfaction and loyalty.
- Actively participate in key sales negotiations and support strategic sales efforts.
- Establish and maintain strong relationships with local partners and suppliers to enhance the company's offerings.
- Conduct market and competitor analysis to adapt the sales strategy to industry trends
- Track KPIs and sales forecasts to measure performance.
- Prepare detailed sales reports for senior management and provide recommendations for process improvement.

## Education & Qualifications

- BA in Business Administration or a related field

## Requirements

- At least 5 years in a sales or sales management role within the energy sector (ideally renewable energy or power solutions).
- Strong knowledge of solar energy, energy storage, inverters, and generators.

## Characteristics

---

- Team management skills
- Decision making and leadership Skills
- Fluent with the English
- Computer literate (Microsoft Windows Microsoft office).
- Proactive and self –motivated
- Good interpersonal Skills
- Analytical skills
- Team player
- Safety awareness
- Ability to multi-task
- Ability to withstand pressure
- Reliable
- Customer Satisfaction Oriented

## Reporting To

---

Deputy CEO

## Driving Licence

---

Not Required

To Apply for This Job [Click Here](#)