



Job Description

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Job Title Sales Manager	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry IT & Software
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry IT & Software: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The Sales Manager is responsible to create, develop and maintain customer accounts, new business opportunities, sell and promote the Payments' products and services, and manage customer accounts in the defined geographical territory, to achieve the set customer, financial, internal and growth objectives.

Responsibilities

- Maintains contact with the Payments business' customers (directly or indirectly), ensuring that the products and services provided by the Payments business are of an acceptable standard and meet their business needs.
- Conducts regular customer care meetings with all customers to track satisfaction, sales performance, build relations and pick up issues that affect the Payments business.
- Ensures customer relationships are continuously nurtured thereby maintaining harmonious associations at all levels in the customer organization (including senior executive levels).
- Develops and maintains an up-to-date competitor profile to enable the Payments business to effectively position itself in the marketplace.
- Ensures familiarity with all the Payments business' contractual obligations to its customers concerning the delivery of product and services.
- Initiates and negotiates contract amendments in line with changes in the customer's licensed payment system capacity
- Formulates sales plans to achieve sales objectives
- Prepare sales proposals, tender responses, product presentations and demonstrations, and engage in sales negotiations with customers and prospects, as necessary.
- Continuously scans and analyses the environment within the defined territory to detect competitor activities, customer preferences, customer behavior and trends
- Identifies and recommends for approval suitable channel partners for the distribution of the Payments business' products and services
- Draws up business, sales, and marketing plans with respect to each identified channel partner
- Manages the performance of each channel partner in the assigned territory to ensure maximum performance
- Takes direct responsibility for the maintenance of sales forecasts, which show the current status of customers and prospects.
- Maintains an up-to-date customer prospect list which reflects agreed expected prospect revenue.

Education & Qualifications

- Bachelor's degree in business administration, Commerce, IT, Telecommunications, or related field (required)
- Experience in the payments solutions and proven record of innovations with some work done in the payments industry.
- Understanding of digital payment industry and operational capabilities
- Ability to foster collaborative relationships
- Ability to negotiate, interact and achieve targets
- Ability to adapt to changing priorities and business needs.
- Experience in identifying up-selling opportunities which increase product penetration within the customer.

Requirements

- Minimum 5 years in B2B enterprise technology sales with a verifiable track record of meeting and exceeding revenue targets in a complex solution-selling environment.

Characteristics

- Understanding of and an ability to manage the opportunity lifecycle from discovery to generation of proposal and subsequent closure and implementation.
- Excellent command on both oral and written English and Kiswahili languages

Driving Licence

Not Required

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