

Hosanna Higher Technologies Company Ltd.

Ubungo Riverside,

P. O. Box 13162,

Dar es Salaam.

Email: support@hosannahightech.co.tz



Business Development Representative – Tanzania

How to Apply:

Send your CV and Application letter to career@hosannahightech.cotz

Please do not send anything else a part from the two.

Only top qualified candidates will be contacted.

All unrelated applications will be ignored.

Application Deadline: 31st December, 2021

Hosanna Higher Technologies creates Software Solutions for our corporate clients, Training IT/Software development departments for corporate and vendor variety of SaaS solutions to solve variety of business problems.

It's going to take a big effort to enlighten and introduce business leaders about our solutions, so we're looking for a motivated Business Development Representative to help build our Sales pipeline. You'll be responsible for driving the sales engine with prospective customers in a new market, from the ground up. If you enjoy a challenge, and working with businesses from a variety of industries in a rapidly changing environment, then come and join us!

What You'll Be Doing

- Educate customers on the value of Software Solutions in a thoughtful way
- Drive revenue through proactive outreach to new prospects, starting the conversation and nurturing the lead through a sales funnel
- Generate leads and build relationships by nurturing cold and warm prospects and finding new potential sales outlets
- Experiment with and implement social selling strategies including but not limited to; networking on LinkedIn, creating and sharing videos that showcase our products on YouTube, participating in virtual communities/forums/social media groups
- Understand how to assess and listen to a customer's business needs and usage patterns and provide recommendations based on them
- Know how to research customers via various resources and can formulate a plan of action on how to win them
- Manage multiple customers simultaneously at various stages of the each Solution buying cycle
- "Stay classy" when faced with rejection, and you project confidence and true understanding of the customers you are reaching out to
- Handle inbound customer communication and organize/escalate issues appropriately including: billing, legal, security, and technical inquiries
- Serve as the voice of the customer and collect feedback to drive continuous improvement across all areas, including product
- Identify best practices to refine the company's lead generation playbook Daily and Monthly Responsibilities.
- Utilize phone, email, and social media channels to generate new sales opportunities
- Report daily, weekly, monthly, and quarterly results

Job requirements

- At least 3 years of relevant work experience
- 2 years of sales experience, preferably in B2B SaaS, with a history of exceeding lead targets
- Strong communication skills via phone, email, social and video
- Proven creative problem-solving approach and strong analytical skills
- Strong desire and ability to move up within a sales organization
- Located in United Republic of Tanzania

Preferred Qualifications

- Bachelor's degree
- Proficiency with any CRM software
- Experience using tools like LinkedIn Sales Navigator, ZoomInfo, Outreach, Gong, and Zoom